

# GRAIN DEALERS JOURNAL

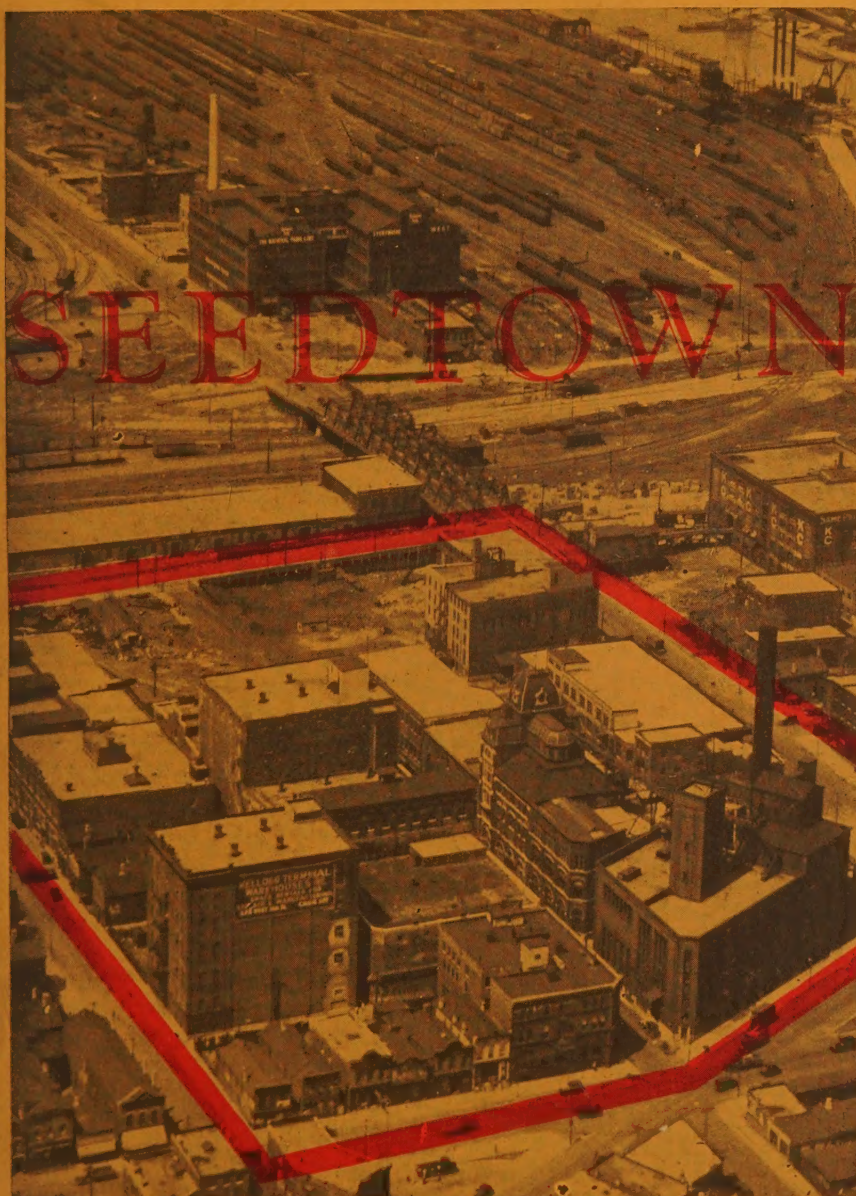
*With Which Is Consolidated Grain World, Formerly The Price Current-Grain Reporter*

Vol. LXV, No. 8

Chicago, Ill., U. S. A.

October 22, 1930.

## This Community was Organized to make Profits for you



During the last two years, you have heard of Seedtown, home of the famous Seedtown Process.

In this great plant was born the new brand of field seed—Gold Seal, 99 90/100% Pure Crop Seed containing less than  $\frac{1}{2}$  of one per cent other crop.

This new trade-mark has been widely advertised in the leading farm papers. Great quantities of direct mail advertising have gone to the leading farmers of the country. Radio advertising has reached millions of farm listeners, telling them the advantages to be gained from using this high-purity seed.

These efforts have succeeded in creating a great demand for this profit producing seed among our progressive dealers. If you would like to share in these generous profits we will gladly tell you about the profit making Seedtown Dealer Plan. Just drop a note to Seedtown.

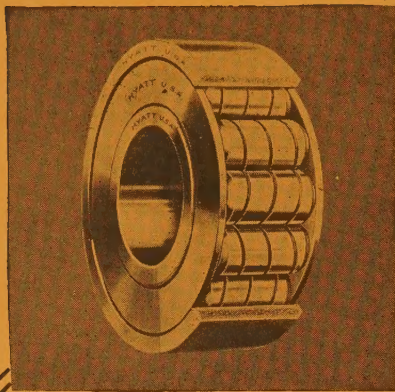
## SEEDTOWN PRODUCTS, Inc.

526 W. 18th ST.

SEEDTOWN

CHICAGO





**A**LL your mechanical equipment needs the kind of protection that Hyatt Roller Bearings afford.

Longer bearing life, smoother operation, capacity to withstand punishment and unusual strains, freedom from constant oiling, adjustments, and shut downs for bearing repairs—these are the advantages of Hyatt protection.

The Hyatt Roller Bearings that are in service on practically every type of equipment today are proving the worth-while economies effected by these better bearings.

Specify Hyatt Roller Bearings on your next order for new equipment. Hyatt protection, you will find, is a profitable investment.

**HYATT ROLLER BEARING COMPANY**

Newark    Detroit    Chicago    Pittsburgh    Oakland

**HYATT**  
**ROLLER BEARINGS**

PRODUCT OF GENERAL MOTORS



# Demand for CUT Corn Increases

CASH in on the better demand for steel-cut corn, durum wheat, milo maize, etc. With a Eureka Corn Cutter you can not only make a cleaner, brighter product but also eliminate waste, speed up your output and save power.

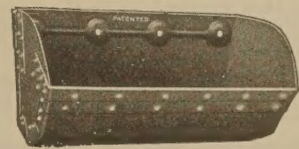
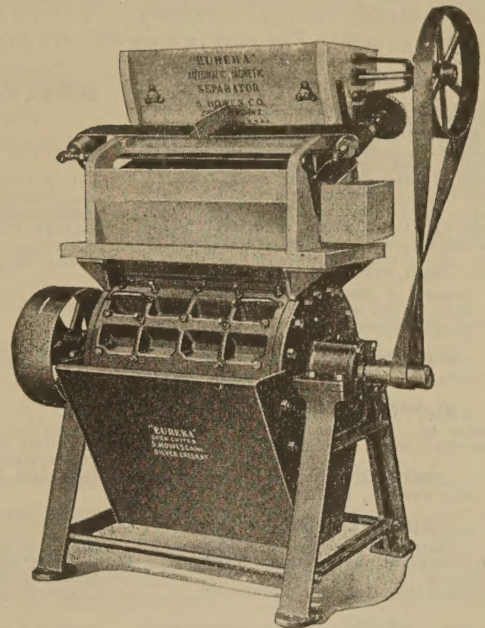
## EUREKA Corn Cutter

Cuts clean, uniform cubes—no jagged edges and splinters—much less small, fine stuff. Neither a mill nor a grinder can approach the kind of work done by the Eureka Cutter.

It also gives you the best possible way to reduce corn with excessive moisture content.

Has tool steel knives, adjustable to take up wear. Three perforated steel screens furnished. Quickly changed from one to another.

*Find out all about this profitable machine. Have you received our new general catalog 30-G? If not, write for your copy.*



### Superior D. P. Cups

Built right. No rivets. Perfect pick-up and discharge. Placed closer on belt. Increase elevator capacity 20%. Nothing to change but the cups. We carry large stocks.

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\*  
Blotz-Hanneman Seed Co., seeds & grain.\*  
Great West Mill & Elevtr. Co., millers, grain dealers.  
Hardeman-King Co., millers and grain dealers.\*  
Kearney Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain, seed, feed.  
Martin-Lane Grain Co., wholesale grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Uhlmann Grain Co., export wheat, private wire.

## BALTIMORE, MD.

Chamber of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

## BIRMINGHAM, ALA.

Cecil Brokerage Co., grain & grain pdts. brokers.

## BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle Co., corn and oats.\*

## BOSTON, MASS.

Benzaquin, Matthew D., grain brokers.\*

## BUFFALO, N. Y.

Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G. consignments.\*  
Seymour-Wood Grain Co., consignments.\*

## CAIRO, ILL.

Board of Trade Members.  
Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., receivers-shippers.\*  
Mid-States Grain, Inc., cash grain.  
North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*  
Wildner-Murrel Grain Co., track buyers grain-seeds.\*

## CHICAGO, ILL.

Board of Trade Members.  
Bailey & Co., E. W. grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John B., grain comm. merchants.\*  
Carhart-Code-Harwood Co., grain commission.  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feebery & Co., E. J., consignments, grain to arr.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Logan & Bryan, grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Scott, Burrows & Christie, grain commission.  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.  
Winthrop, Mitchell & Co., grain commission.

## CINCINNATI, OHIO

Board of Trade Members  
Cleveland Grain Co., grain commission.\*  
Early & Daniel Co., receivers and shippers.\*

## CLEVELAND, OHIO.

Grain & Hay Exchange Members.  
Bailey, E. I., shpr. grain, millfd, oil and c.s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain, feed, buckwheat.\*

## DALLAS, TEXAS.

Crcuch Grain Co., J. C., buyers wheat, corn, oats.\*

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., recvrs.-shippers.\*

\*Members Grain and Feed Dealers National Ass'n.

## DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.\*

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, recvrs. & shippers.\*  
Houlton-Connell Grain Co., rec.-shprs. wheat & c/gr.\*  
Kellogg Grain Co., receivers and shippers.\*  
Macartney-Markham Grain Co., consignments.\*  
Rocky Mountain Grain Co., exp. & domes. grain.\*

## DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats and corn.\*  
Owens Grain Co., grain merchants.

## DODGE CITY, KANS.

Board of Trade Members.

Arkansas Valley Grain Co., wheat, c/gr. consgts.  
Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The, C. C., cane seed, wheat, kafir.\*

## ENID, OKLA.

Board of Trade Members.

Bennett & Co., Jas. E., grain, provisions, stocks.  
Enid Terminal Elev. Co., pub. storage, gr. mchts.\*  
General Grain Co., term. elevtr., gr. merchants\*

## FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen Grain Co., consignments & brokerage.\*

## FORT MORGAN, COLO.

Lieber Grain Co., exp. & Mfg. wheat, coarse grain.\*

## FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.\*

## FORT WORTH, TEXAS.

Grain and Cotton Exchange Members.

Bennett & Co., Jas. E., grain, stocks, provisions.  
Carter Grain Co., C. M., brokerage, consignments.\*  
Clalborne, H. L., mgr., J. S. Bache & Co., futures.  
Dorsey Grain Co., strictly brokers, consignments.  
Mullin-Brackett Grain Co., brok. consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Ingraham Co., domes., expt. & consignm'ts.  
Transit Grain & Com. Co., consignments, bkg.\*

## GALVESTON, TEXAS

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., grain exporter.\*

## GREEN BAY, WIS.

Green Bay Elevtr. Co., buyers, shippers, mixed cars.

## INDIANAPOLIS, IND.

Board of Trade Members

Boyd Grain Co., Bert A., strictly bkg. & com.\*  
Cleveland Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers & shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

## KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., consignment-futures.\*  
Davis, Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst Davis Commission Co., consignments.\*

## KANSAS CITY (Continued)

Lawless Grain Co., consignments.  
Lichtig & Co., H. kafir, millo, screenings.  
Logan Bros.-Hart Grain Co., receivers & shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Morrison Grain Co., grain mchts.-consignments.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rahm Grain Co., J. E., consignments.  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scoular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. mchts.\*  
Uhlmann Grain Co., grain merchants.\*  
Uplide Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.  
Wilser Grain Co., consignments.\*

## LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*

## LINCOLN, NEBR.

Paul, J. M., grain broker.\*

## LOUISVILLE, KY.

Board of Trade Members.

Zorn & Co., S., receivers and shippers.\*

## MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

## MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Donahue-Stratton Co., grain merchants.\*  
Kamm Co., F. C., grain shippers.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Elevator Co., milling wheat.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Froedtert Grain & Maltng Co., grain, millfeed.  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McGuire Company, Arthur, shprs. b/wheat, m'eats.\*  
Scroggins Grain Co., grain merchants.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen Harrington Co., corn, oats, barley.\*

## NEW BRUNSWICK, N. J.

Pincus, L. L., grain and feed broker.\*

## NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain, brokerage.\*

## OKLAHOMA CITY, OKLA.

Acme Flour Mills Co., The, millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
General Grain Co., grain merchants.\*  
Hardeman-King Co., millers, grain dealers.\*  
Mid-State Grain Co., The, grain and feed mchts.

## OMAHA, NEBR.

Grain Exchange Members.

Bell-Trimble Co., recvrs. and shippers.\*  
Butler-Walsh Grain Co., milling wheat and corn.\*  
Crowell-Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., milling wheat and corn.\*  
Scoular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Uplide Grain Co., milling wheat.\*

(Continued on next page.)

Grain Dealers Journal, Incorporated, with which is consolidated Grain World, formerly Price Current-Grain Reporter. Published on the 2nd and 4th Wednesday of each month in the interest of progressive grain, feed, and field seed wholesalers at 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second-class matter August 5, 1898, at the postoffice at Chicago, Ill., under the act of March 3, 1879. Vol. LXV, No. 8, October 22, 1930.

Use Universal Grain Code and Reduce Your Telegraph Tolls



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### PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., C. H., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
Kay, Richards & Co., grain merchants.\*  
Rogers & Co., Geo. E., receivers, shippers.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

\*Members Grain and Feed Dealers National Assn.

### SALINA, KANS.

Eberhardt-Simpson Gr. Co., mchts. wh. & coarse gr.\*  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

### ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Missouri El. & Grain Co., grain merchants.  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*

### SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

### SIOUX CITY, IOWA.

Board of Trade Members.

Western Terminal Elevator Co., rcvrs. and shprs.\*

### TERRE HAUTE, IND.

Terre Haute Term. El. Corp., public storage.

### TOLEDO, OHIO.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
Southworth & Co., grain and seeds.\*

### TOPEKA, KANS.

Derby Grain Co., grain merchants.\*  
Topeka Mills Corp., mlg. wh., consignments.

### WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.  
Baker Grain Co., A. F., barley, corn, oats, kafir.\*  
Bennett & Co., Jas. E., grain futures, stocks, bonds.  
Blood Grain Co., specializing on mill orders consg.\*  
Craig Grain Co., consignments, milling wheat.  
Jones Grain & Elevator Co., C. E., consignments.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Ogren Grain Co., grain merchants.  
Smith-McLinden Grain Co., wh., coarse gr., m/l.  
Stevens-Scott Grain Co., corn, kafir, mlo.\*  
Wallingford Grain Co., field seeds, kafir, mlo.\*  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

### WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

### WOODWARD, OKLA.

Sharon Grain Co., grain merchants, brokers.

Grain Merchants

## CEDAR RAPIDS

Grain Merchants

### North Iowa Grain Co.

Cedar Rapids, Iowa

Grain Merchandisers

Elevator Operators

Shippers of Country Run Grain

### CEDAR RAPIDS GRAIN CO.

Cedar Rapids, Iowa

GRAIN BUYERS

Consignments Solicited

WE OPERATE A LARGE DRIER

### Piper Grain & Mlg. Co.

Cedar Rapids, Iowa

Receivers — Shippers

Corn — Oats — Wheat

Operating elevators on C&NW and CRI&P

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

### HALLET & CAREY CO.

Grain Merchants

Minneapolis Duluth Winnipeg

### CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS MINN.

## GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain,  
Choice Milling Wheat and Rye Selected by Ex-  
pert Buyers. Own and Operate Elevator "L."

### CARGILL ELEVATOR CO.

DULUTH, MINNEAPOLIS, MILWAUKEE

Specializing in

MILLING WHEAT

Get Our Quotations

Samples Furnished on Request

Represented by

CARGILL GRAIN CO. F. M. TURNBULL  
C. of C., Buffalo, N. Y. Bourse Bldg., Phila.

There is no better time to ad-  
vertise than the present. Bet-  
ter start before your com-  
petitor. Write the JOURNAL  
today.

### Fraser-Smith Co.

## GRAIN

Minneapolis - - Milwaukee  
Cedar Rapids

### CORN — OATS — BARLEY

Our large system of Terminals and country lines enables us to quote attrac-  
tive prices and give prompt service on all classes of feed and milling grain.

### THE VAN DUSEN HARRINGTON CO.

Grain Shippers and Receivers MINNEAPOLIS—DULUTH Business Founded 1882

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal



# MILWAUKEE

Why the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes, and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity. Four million bushels storage has been added this year, giving the market a total storage capacity of 16,360,000 bushels.

Its remittances on consignments are extremely prompt.

*Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.*

B. J. Aston, Inc.

L. Bartlett & Son Grain Co.

W. M. Bell Co.

Buerger Commission Co.

Roy I. Campbell

Cargill Grain Co.

Donahue-Stratton Co.

Franke Grain Co.

Fraser-Smith Co.

Froedtert Grain & Malting Co.

John C. Hensey

Johnstone-Templeton Co.

P. C. Kamm Co.

Leonard J. Keefe

E. J. Koppelkam

La Budde Feed & Grain Co.

J. V. Lauer & Co.

Milwaukee Grain Commission Co.

Mohr-Holstein Commission Co.

W. G. Moorhead & Company

Owen & Bro. Co.

F. J. Phelan Co.

M. G. Rankin & Co.

The Riebs Co.

**"You Can Do Better In Milwaukee"**



# SIoux CITY

## Iowa

The firms that greet you on this page are all members of the Sioux City Grain Exchange assuring reliable, dependable service.

**We Sell**  
**Corn      Oats      Wheat**  
**Rye      Barley**

*Direct your inquiries to a market in the Center of the*  
**Corn Belt**

**James E. Bennett & Co.**

*Grain—Stocks—Bonds—Cotton*

**Terminal Grain Corporation**

*Operating 1,300,000 bushel Elevator*

**Flanley Grain Co.**

*Shippers—Corn—Oats—Barley*

**Lamson Bros. & Co.**

*Grain—Stocks—Bonds—Cotton—  
Provisions*

**Rumsey & Company**

*Grain Commission*

**Beach & Pierce**

*Cash Grain and Futures*

**Cathcart Grain Co.**

*Country Run Grain—Consignments*

**Western Terminal Elevator Co.**

*Corn and Oats Our Specialty*

---

Freeman Bradford, Sec'y Sioux City Grain Exchange, will gladly supply you with detailed information relative to the facilities of this market.



# OMAHA

## The Corn and Wheat Center of the West

OMAHA territory has excellent milling wheat this year, with protein content to make the kind of flour bakers and housewives want. Corn prospects are for a splendid crop thru a large part of the country this market serves and superior quality is indicated. Elevator facilities are modern and ample for all requirements. Let the following firms supply your needs.

Trans-Mississippi Grain Co.

Crowell Elevator Co.

Updike Grain Corporation

Butler-Welsh Grain Co.

Lucke-Gibbs Grain Co.

Cargill Commission Co.

Black Hawk Grain Co.

Scoular-Bishop Grain Co.

The United Grain Co.

Omaha Elevator Co.

Bell-Trimble Grain Co.

Flanley Grain Co.

Nebraska-Iowa Grain Co.

Burns Grain Co.

Swanick Grain Co.

Tiffany Grain Co.

Vincent Grain Co.

Holmquist Elevator Co.

Dolphin-Jones Grain Co.

*Ship to Omaha—Buy from Omaha*



# ST. LOUIS

## "The Central Market"

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which insures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing South also take a large percentage of St. Louis grain receipts—

*Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—*

Annan-Burg Grain & Mlg. Co.  
Ballard-Messmore Grain Co.  
James E. Bennett & Co.  
Continental Export Co.  
W. J. Edwards Grain Co.  
Fuller-Wooldridge Com. Co.  
Garmon Grain Co.  
Marshall Hall Grain Corporation  
Lowell Hoit & Co.  
Jostes-Lusk Grain Co.  
Kellogg-Huff Com. Co.  
Klosterman-Patton Grain Co.  
The Knowlton Grain Co.

Langenberg Bros. Grain Co.  
Martin Grain Co.  
Morton & Co.  
Nanson Commission Co.  
Orthwein Grain Co.  
Picker & Beardsley Com. Co.  
Schultz & Niemeier Com. Co.  
Schwarz Grain Co.  
Seelè Bros. Grain Co.  
J. C. Shaffer Grain Co.  
Stokes-Barkley Grain Co.  
J. H. Teasdale Com. Co.  
Toberman Grain Co.



# St. Joseph

## a broad consumer and distributor of Grain and Grain Products

**S**T. JOSEPH grain storage facilities are now 10,352,000 bushels capacity, compared to a total of 3,982,000 bushels on January 1, 1920, or a growth of 160 per cent. Public elevator storage in this market is now 5,500,000 bushels.

An office of Federal Grain Supervision is maintained at St. Joseph, facilitating Federal sampling and appeal grades; also, an adequate and efficient force of Missouri State samplers and inspectors.

St. Joseph is adjacent to some of the best corn producing territory of the United States, and particularly so this year. Your demands for high quality corn will never be disappointed in this market.

St. Joseph is on the freight rate basis of the Missouri River markets group, and can offer exceedingly prompt handling of shipments, due to a very favorable terminal lay-out.

Always a good demand for local industrial consumption, as three flour mills totaling a daily capacity of 9,000 barrels, six feed mills with a daily capacity of 3,490 tons, in addition to grain products industries, and a daily capacity of over 500 tons of bran and shorts, are located here.

### Deal with These Members of the St. Joseph Grain Exchange

Heald Grain Company.  
Norton Grain Co.  
Art Hoffman Grain Co.  
Trans-Mississippi Grain Co.  
J. L. Frederick Grain Co.  
Dannen Hay & Grain Co.  
B. C. Christopher & Co.

Stratton Grain Company  
Famo Feed Milling Co.  
Updike Grain Co.  
Goffe & Carkener, Inc.  
The Quaker Oats Company  
Stewart Brokerage Co.  
Burlington Public Elevator Co.



# PEORIA

LOCATED in the very center of Illinois' great corn producing territory, Peoria has three of the largest corn consuming industries in the United States. This market also has favorable freight rates to the Gulf and South Eastern territory, which give the Peoria grain merchants unlimited facilities for grain distribution.

So great is the demand, that Iowa and Missouri find their best market here at times and large quantities of corn move to this great Gate Way from these states. Owing to the comparatively short haul to Peoria, railroads move this Peoria grain in much shorter time than to other terminals.

*These Peoria Board of Trade Members Want to Serve You*

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**YOUR NAME**

where every progres-  
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them you are equipped  
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That is in the

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*Specializing in Southwestern Corn*

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Capacity 5,500,000 Bushels

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6,000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

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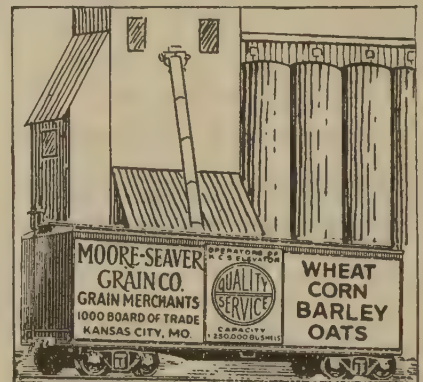
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We specialize in Oats and High Grade Corn. Oats sacked for Southern Trade**Everytime** you mention the Grain Dealers Journal to an advertiser, you encourage him to make good on his advertised claims.



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the interest of your market at heart, support it earnestly, help to advertise it thoroughly, and above all do not convey the impression that it is an indifferent market by giving it 30 cents' worth of advertising.



## 5 Days After

a series of explosions had destroyed a portion of our elevator, the debris had been entirely removed and we were handling grain. The accompanying photo showing the simultaneous loading of three boats was taken 13 days after the explosions.

While reconstruction of the damaged section is in progress there will be no interruption to the receiving and shipping of grain.

*You can do better in Baltimore at the*

**Western Maryland Railway Co., Elevator**  
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**4,000,000 bushels storage**

**Service—Speedy and Satisfactory as Always**

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Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Grain and Hay  
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at your command.*

**SAMUEL WALTON CO.**

*Established 40 Years*

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for the good times that President Hoover has told us are coming.

If you are going to build new storage this fall or during 1931 draw your specifications to include the

### Zeleny Thermometer System

If your present bins are not equipped with it ask us for prices so that your appropriations will carry authority for its installation next year, then you can store the 1931 crop with the knowledge that you are going to know the condition of the contents of your bins by a system that accurately indicates the temperature every five feet from bottom to top of the bin. When you install

### Zeleny System

you will help a lot to make your good times better, and our times good. Let's all get together and prepare to sing "Happy Days Are Here Again" and to be prepared we should start our practice now. How many bins would you like to have equipped with the system? We shall be pleased to quote on any number, large or small. If you have 20 or more we will lead the singing.

**Zeleny Thermometer Co.**

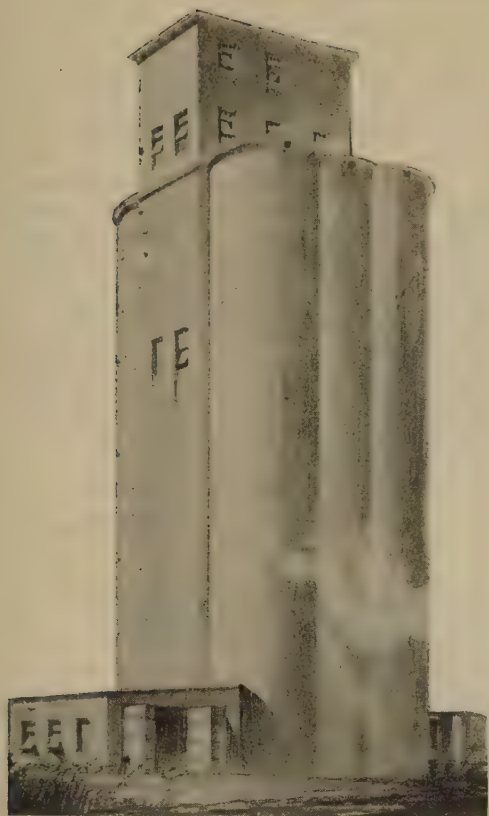
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### Secretary Hyde's Wild Scare



From Oroville (Calif.) Register.





The NEW Elevator at MINEOLA, KANSAS. Equipped with two Kewanee Truck Lifts.

With their two Lifts and four pits (two under each lift) this elevator is equipped to receive from 50,000 to 75,000 bushels in 10 hours.

Naturally they must have *dependable* dumping equipment—so they naturally selected Kewanee.

Kewanee All-Steel Truck Lifts are built for the future, as well as for today. For just as the first lifts built years ago are sturdy enough to handle today's heavier loads, so will the Kewanee bought today be equal to the tougher jobs ahead. We don't know of even one case where a Kewanee Lift has been removed because it was unequal to its job. We do know of many cases where Kewanee's have replaced other equipment.

#### THERE'S STILL TIME TO INSTALL A KEWANEE

Kewanee Lifts are quickly and easily installed in a day or two by any mechanic and a common helper. And, *delivery can be made immediately* from stocks in Kansas City, Omaha or Kewanee.

## CHOSEN BY THE BEST ELEVATORS

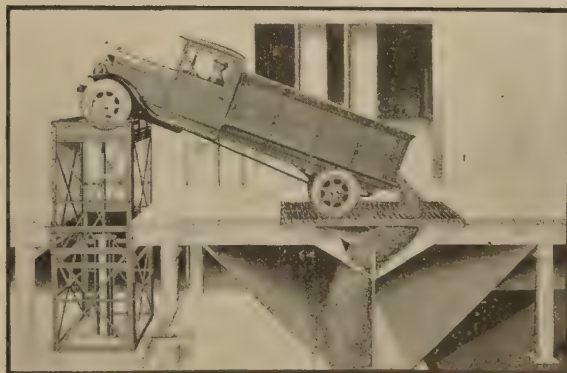
A "check up" of grain elevators invariably shows a decided preference for Kewanee All-Steel Truck Lifts. Actually—during the past fifteen years—more elevators have selected Kewanee than any other two or three makes combined.

There can be only one answer: *Dollar for dollar a Kewanee offers more real value than any other truck dumping equipment made.*

Modern, concrete elevators of today are built for many years—not just for a few. So naturally they insist on equipment as modern and lasting as the structure. And they want equipment strong enough to cope with the even heavier loads, and even faster dumping sure to be required during the next few years.

## Kewanee

### All Steel TRUCK LIFT



A complete Kewanee installation with All Steel Truck Lift; Grain Grates and Hopper

## KEWANEE MACHINERY & CONVEYOR Co.

1641 Burlington Ave.

(Formerly: Kewanee Implement Company)

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(Distributors for the Southwest)  
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AMERICAN MCHY. & SUPPLY CO. Omaha



# Weevil-Cide

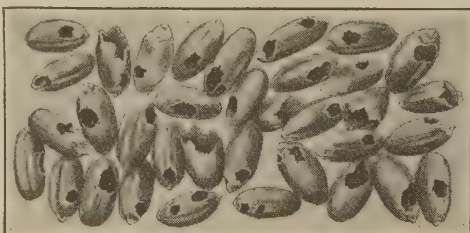
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DEPENDABLE  
GRAIN FUMIGANT

An Improved Product

Safe

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Prevent the loss from Weevil cut wheat

Let us send you special booklet on GRAIN FUMIGATION including reports from many of the largest shippers who are giving WEEVIL-CIDE their undivided preference.

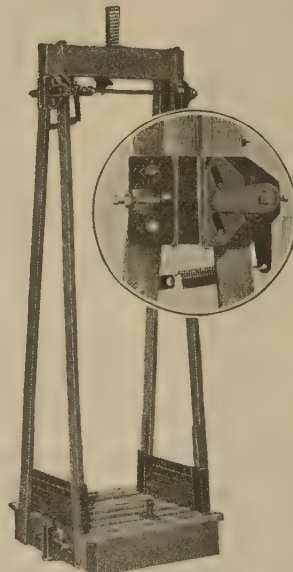
**THE WEEVIL-CIDE CORPORATION**

(Geo. C. Gordon Chemical Co., Agents)

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## "RIDE-SAFE"



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is now ready to insure you. Order today before your first trip up is the last one down!

### "RIDE-SAFE"

Tells the story in the name. Its factor of safety exceeds anything on the market.

50 ft. Complete

**\$75.00**

Less Counterweight

**\$65.00**

You value your life many times this cost. Why risk it?

**LINK BELT SUPPLY CO.**

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EXCLUSIVE MANUFACTURERS



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**LARVACIDE**  
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Testimonials by the hundreds from mill owners and operators show the immense value of LARVACIDE as a grain fumigant.

LARVACIDE is the most economical and positive fumigant to combat the "profit taking" grain moths, weevils and rodents.

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*With apologies to the New York Tribune*



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And this tremendous network of rail lines radiating from Fort Worth is being constantly augmented. More than 1,000 miles of new railroad lines have been completed recently—are now under way—or have been authorized in the vast territory served by the Fort Worth market. Its tributary territory is rapidly spreading through the greatly increased and still increasing railroad construction.

One-half of Fort Worth's present grain storage capacity of 14,000,000 bushels has been built in the past five years and there is an imperative demand for at least 10,000,000 bushels additional storage.

The Fort Worth market is the fastest growing grain market in the United States. It is handling \$50,000,000 in grain annually. Receipts have doubled in the past five years—they will double again in the next five.

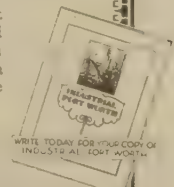
**11 TRUNK LINES**

**FORT WORTH**

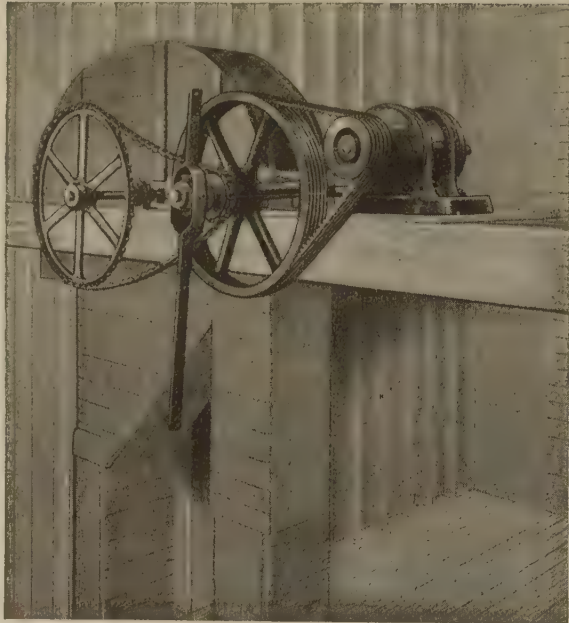
THE MANUFACTURING AND TRANSPORTATION  
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**19 RAIL OUTLETS**

For Information, Address Publicity Department  
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**DAYTON COG BELT ELEVATOR HEAD DRIVE****A GOOD DRIVE  
FOR ANY MACHINE**

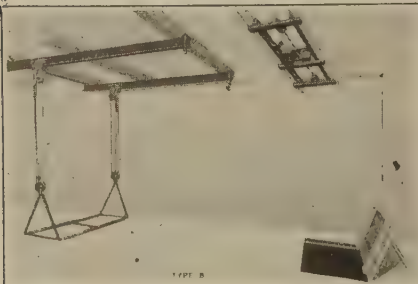
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**ELECTRIC TRUCK DUMP  
SHELLERS AND CLEANERS—  
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DAYTON COG BELT DRIVES—  
SPEED REDUCERS—**

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TRUCK DUMP**  
For Electric Power



One standard size dump car supplies all lengths of vehicles as the overhead track and trolleys will raise the vehicle at any point along its travel. Supplied with either rack or wheel hooks.

Motor, speed reducer, and drums completely assembled in one unit using forward and reverse magnetic switch with push button control. By extending track, any number of dump doors can be dumped into. Easily installed and under complete control of the operator at all times.

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Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge  
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**10,000 SHIPPERS  
Are now using****TYDEN  
CAR SEALS**

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Prevent  
**CLAIM LOSSES**  
Write for samples and prices.



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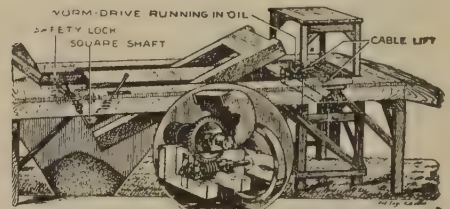
**Universal Grain Code**

Compiled especially for use by the Grain and Milling Trades.

Reduce your telegraph tolls. Keep your business to yourself. Prevent expensive errors.

Its 146 pages contain 18,745 code words for expressions used in the grain trade, printed on bond paper and bound in black flexible leather. Size 7x4 1/2 inches. Price, leather, \$3.00; paper, \$1.50, f. o. b. Chicago.

**Grain Dealers Journal**  
332 So. La Salle St., Chicago, Ill.



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Cedar Rapids, Iowa  
Originators of the Electric Truck Dump

**You Can Sell  
Your Elevator**

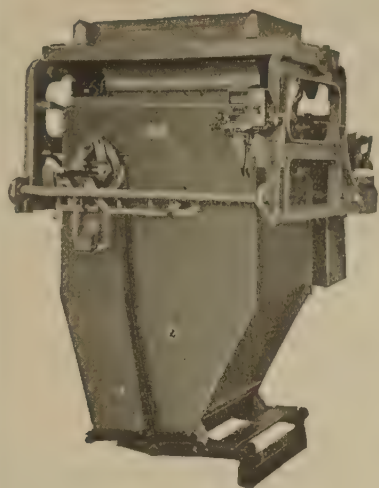
by advertising directly  
to people who want  
to buy, by using a

**Grain Dealers Journal  
Want Ad.**

I have been a subscriber to the Grain Dealers Journal for almost 10 years while I was in the grain business at Herkimer, Kan., and really think it is the only real grain trade paper there is. Inclosed please find my check for \$2.00 for which enter my subscription for another year.—Edw. Hormann, Malmo, Neb.



IN EVERY STATE — Kansas, Oklahoma, Illinois, Indiana, Dakotas, Iowa, Nebraska, Texas and the others — you will find the



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is standard equipment in the country elevator.

Why? Because the Richardson Grain Shipping Scale is best suited to the purpose and is all-automatic. It is:

SELF-LOADING      SELF-BALANCING  
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It frees you in the busy season to check in and handle the grain that is delivered by the farmers, and man-made errors in weight are completely avoided.

CATALOG 1219-G IS YOURS FOR THE ASKING  
WRITE OUR NEAREST OFFICE FOR A COPY

## RICHARDSON SCALE COMPANY

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Within another month you will again be firing up the office stove. Is the chimney in safe condition to be used? Right now is the time to find out so that if repairs or a new chimney is necessary you will

have time to take care of it. Safe chimneys are built of brick from the ground.

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and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

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(Operated by the Mill Mutuals)



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Grain Elevators, Transfer Houses,  
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Wood or Fireproof Construction

*"If Better Elevators Are Built  
They will STILL Be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

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*Designers and Builders of*  
MODERN GRAIN ELEVATORS, MILLS  
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### B I R C H A R D Construction Co.

*Architects and Contractors*  
*Grain Elevators—Mills*  
B. SAMPSON Lincoln, Nebr.

### The V. M. Zweber Co.

Aberdeen, South Dakota  
*Engineers and Contractors*  
**GRAIN ELEVATORS**  
Feed Mills — Coal Plants  
Remodeling — Wiring — Painting

## WELLER Metal Pdts. Co.

Chicago Office      Factory  
505 Utilities Bldg.      Hammond, Ind.  
**SHEET METAL WORK**

*Grain Elevators a Specialty*

### A. F. Roberts Construction Co.

Sabetha, Kansas  
**ERECTS** Elevators  
Corn Mills  
**FURNISHES** Warehouses  
Plans  
Estimates  
Machinery

### ROCHELLE & ROCHELLE

*Designers and Builders of*  
**GOOD ELEVATORS**  
Let us furnish your machinery  
17 JOHNSON BLDG., AMARILLO, TEX.

## C R A M E R Elevators

are preferred elevators be-  
cause each is designed and  
built to fit the individual needs  
of the owners.

**W. H. CRAMER**  
**CONSTRUCTION CO.**  
North Platte, Nebr.  
*Plans and Specifications Furnished*

### Geo. W. Quick & Sons

Tiskilwa - - - Illinois  
*Designers and Builders*  
**Concrete Grain Elevators**  
*Waterproof Pits a Specialty*

### BURRELL ENGINEERING & CONSTRUCTION CO.

*Designers and Builders of*  
Grain Elevators, Flour Mills and  
Associated Buildings  
2165 Daily News Bldg., Chicago Ill.

There is no better time to ad-  
vertise than the present. Bet-  
ter start before your com-  
petitor. Write the JOURNAL  
today.

### LOW COST LONG LIFE UNEXCELLED SERVICE

Three strong factors that have  
kept Gregory HI-GRADE-RE-  
BUILT MOTORS and Electrical  
Machinery in the lead since 1893.

Before buying consult Gregory's  
80-page illustrated Monthly Bar-  
gain Sheet. It will save you Money,  
Time and Worry. Thousands of  
buyers have proved to their own  
satisfaction and profit that it pays  
to buy

**GREGORY HI-GRADE-REBUILT**  
Electrical Machinery



Write, phone or wire

1603 South Lincoln St. — CHICAGO



**GREGORY  
ELECTRIC  
COMPANY**

**Always on the  
job -- and keeps  
men on the job!**

**Humphrey**  
*Employees'*  
**Elevator**

Promotes efficiency, better at-  
tention to machinery, better  
supervision, less trouble. New  
improved models. Write

**Humphrey Elevator Co.**  
900 Division St., Faribault, Minn.

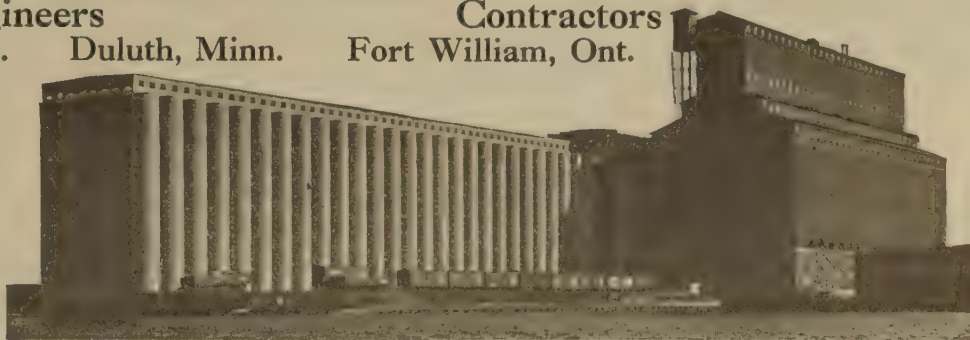




# The Barnett and Record Co.

Engineers Minneapolis, Minn. Contractors Duluth, Minn. Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.



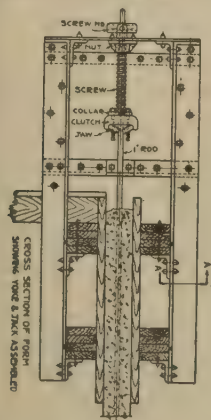
## Pillsbury Flour Mills Co. Enid, Okla.

3,000 Barrel Mill—2,500,000 Bus. Grain  
Storage

Designed and Built in Three Periods of Construction by

## Jones-Hettelsater Construction Co.

600 Mutual Building Grain Elevators — Flour and Feed Mills Kansas City, Mo.



## SELL or RENT Form Lifting JACKS

Grain Elevators, Silo  
Coal Pit Construction  
Blue Prints Furnished

Nelson Machine Co.  
Waukegan, Illinois



RENT  
OR  
SALE

## FORM JACKS for Grain Elevator and Grain Storage Construction.

Accurately Machined.  
Quick and Easy Operating  
Positive Clutch.

Write for prices to

THE WESTERN IRON  
& FOUNDRY CO.

Wichita, Kansas



## DAY Dust Collectors

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

The Day Company

Dust Collecting Engineers

3132 Snelling Ave., Minneapolis, Minn.



## Elevator Boot

Ball Bearing, Low Intake, Non-  
Chokeable, Automatic Takeups,  
20" Diameter Pulley, Large Ca-  
pacity.

Use Rubber Covered Cup  
Belt—It Pays

WHITE \* STAR \*  
COMPANY  
Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT

Say you saw it in the JOURNAL when you  
write our advertisers—THANKS.



## GRAIN ELEVATOR BUILDERS

### FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

DESIGNED for the years ahead—an advance we propose to maintain.

### FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue

CHICAGO, ILLINOIS, U. S. A.



3,000,000 Bushel Concrete Grain Elevator

Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

### EARL SHEPHERD

DALHART, TEXAS

*Designs—Builds—Equips*

Grain Elevators

Chop Mills Warehouses

### ROSS B. WILSON

Consulting Engineer

332 S. La Salle St. - Chicago, Ill.

Telephone Webster 7126

### M. D. BELL Consulting Engineer

Specializing in ENGINEERING SERVICE for  
**MILLS AND TERMINAL ELEVATORS**  
POWER, DESIGN, CONSTRUCTION and  
Maintenance, Costs and General Operation.

1220 FLOUR EXCHANGE  
PHONE MAIN 2700 MINNEAPOLIS

### THE Star Engineering Company

Designers and Builders of modern, efficient grain elevators, feed plants, and associated buildings. Every plant designed to best suit individual requirements.

Machinery Estimates Plans

WICHITA, KANSAS

### Western Engineering Co.

713 Cooper Bldg. Denver, Colo.

Contractors and Builders of Grain Elevators that more than satisfy the most critical.

### Elevators, Mills, Warehouses Designed, Built, Repaired

*Estimates Cheerfully Furnished*

**HOGENSON CONSTRUCTION CO.**

Corn Exchange Minneapolis, Minn.

### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### L. H. OLSON

Silver Lake, Kans.

Specializing in

Building - Remodeling - Repairing  
Country Grain Elevators

### GEO. SAATHOFF

Bloomington, Ill.

Builder of

Grain Elevators

### Newell Const. & Mchy. Co.

Cedar Rapids, Iowa

30 Years' Successful Experience  
Builders and designers of Feed Mills and  
Mixing Plants, Grain Elevators, Ware-  
houses, etc. Machinery Jobbers.

Figure the amount of advertising  
carried—Can you doubt our ability to

**Produce Results**



## GRAIN ELEVATOR BUILDERS



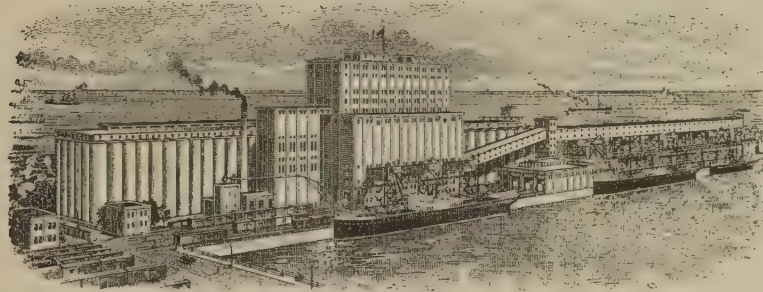
### GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

Capacity 6,000,000 Bushels

This Elevator Designed and Construction  
Supervised by

### HORNER & WYATT

Consulting Engineers to the Grain Trade  
470 Board of Trade Kansas City, Mo.



Capacity  
5,000,000  
Bushels

Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

### JAMES STEWART CORPORATION

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

H. G. ONSTAD  
VICE-PRES.—GEN'L MGR.



### Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

### John S. Metcalf Co.

Grain Elevator Engineers and Constructors

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England

### THEODORE E. SCHNITZLER

Consulting and Designing Engineer

516-B MERCANTILE EXCHANGE BLDG.  
Grain Elevators Industrial Buildings  
Flour Mills Feed Plants CHICAGO, ILL. Warehouses Docks, Etc.

Stevens Engineering & Construction Co., Inc.  
1609-10-11 Landreth Bldg. ST. LOUIS, MO.

Designers and Builders

### GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

### Chalmers & Borton

620 Pioneer Trust Bldg.  
Kansas City, Mo.

Engineers — Constructors

Grain Elevators — Feed Mills

Warehouses

Ask for Quotations on Your Work



# SEED TRADE REPORTING BUREAU

1018 South Wabash Avenue

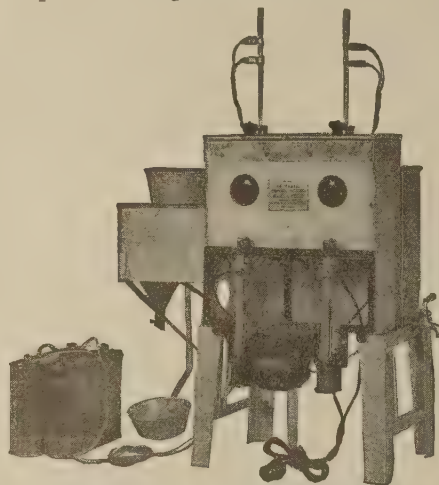
CHICAGO

## Manufacturers of Grain and Flour Testing Devices

**Products**—Moisture Testers; Dockage Testers; Grain Sampling Devices; Sample Pans; Analytical Scales; Four-in-one Scales; Dockage Sieves; Weight per bushel Apparatus; Triers.

### BROWN DUVAL MOISTURE TESTERS

Seedburo Quality Moisture Testers are used by the Government Grain Inspection Departments and over



10,000 mills and elevators. We manufacture Official Brown-Duval Moisture Testers in all sizes from one compartment to six, heated by gas, electricity or alcohol.

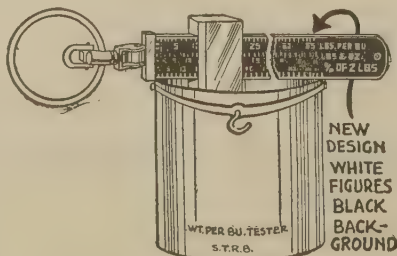
### GRAIN PROBES AND TRIERS

Brass with inner brass casing and open handle in sizes from 39 inches long, 1 inch in diameter, with six openings, to 62 inches long, 1 1/2 inches in diameter and 10 openings.



### WEIGHT PER BUSHEL TESTER

It is as easy to read the figures on the beam as the printing on this paper. Strongly constructed, polished brass measure holds the grain, and a brass beam with sliding brass poise quickly gives test weight. The beam has three graduations to give weight per bushel to show percentage of loss in cleaning and give exact weight of sample. Three sizes—pint, quart and 2 quarts.

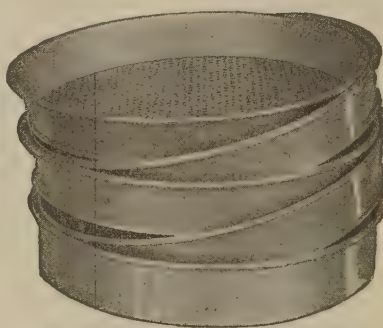


### DOUBLE WALL COPPER FLASKS

The use of this device in place of the glass flasks in the Moisture Tester will accurately show when flour, meal or feed contains excessive moisture, and will enable millers and feed manufacturers to take proper precaution in preventing costly losses due to deterioration.

### DOCKAGE SIEVES FOR WHEAT, CORN AND OATS

Made in 20 gauge aluminum, 13 inches in diameter. Sides are seamless, bottom perforations are of aluminum also. Strong, light and will not rust. Set consists of Scalper Sieve, Buckwheat Sieve, Fine Seed Sieve and solid bottom pan.

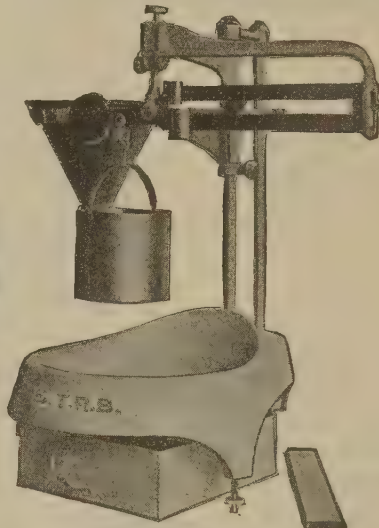


### BOERNER WEIGHT PER BUSHEL APPARATUS NO. 40

Latest Type Approved by the Government.

To obtain the accurate "weight per bushel" — impossible by the common practice of pouring into the bucket at varying height, sinking the bucket in the grain and putting it in by hand, or pulling the bucket through the grain, packed or loose, with a long or short sweep, etc. This apparatus was designed by Mr. E. G. Boerner of the U. S. Department of Agriculture. The double beam is graduated as follows:

Lower Bar—1 to 60 pounds per bushel. Upper bar—Top line 1/10 pound to 13 pounds per bushel; middle line 2 grams to 200 grams; bottom line 1 per cent to 100 per cent of 200 grams.



### TORSION BALANCE SCALE NO. 5055

A fine balance for delicate weighing and the analysis of seed and grain. Capacity 120 grams, sensitiveness 2 milligrams. Riderbeam 1 gram by .01 gram or if specified 500 milligrams by 5 milligrams. Size 13x8 1/4 x 6 1/2 inches. Brass weights in mahogany case 2-20 grams to 1 gram.



### SPECIAL "FOUR-IN-ONE" SCALE

This scale, designed and manufactured by us, satisfies a long-felt want in the trade for a small, complete office scale for weighing samples for moisture test and for determining test weights per bushel, dockages, weights for mailing, sampling, etc.



We are the largest handlers of Grain and Seed Testing Equipment in the world. Adequate Stock Always—Prompt Shipment Is Assured. We Will Appreciate Your Business.

# SEED TRADE REPORTING BUREAU

1018 SOUTH WABASH AVENUE

CHICAGO, ILL.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**CENTRAL ILLINOIS**—Good elevator for sale. Write 65V4, Grain Dealers Journal, Chicago, Ill.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**OHIO**—15,000 bus. grain elevator for sale; plenty of warehouse room; all electric equipment; good territory to draw from. The Farmers State Bank, Eldorado, O.

**SOUTH DAKOTA**—Five grain elevators and one lumber yard for sale; all located at good points. Will sell all of any part to suit purchaser. Write Box 36, Mitchell, S. D.

### YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**OHIO BARGAINS**—Elevators at New Holland and Atlanta for sale at bargain. Capacities of 20,000 and 10,000 bushels respectively. On Penn. Ry. Write 65V5, Grain Dealers Journal, Chicago, Ill.

**SO. MICH.**—Electrically equipped grain and bean elevator, with grinder, feeds, seeds, produce and coal. Property in best of condition; live town; good territory. Money maker. Write A. K. Tucker, Leslie, Mich.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**OHIO**—40 000-bushel iron-clad elevator for sale; handles sidelines of coal, feed and seed. Will price right for quick sale. Part cash will handle this sale. Only elevator in town. Address 65U8, Grain Dealers Journal, Chicago, Ill.

### 30 DAY OFFER

**KANSAS**—12,000-bus. elevator in corn belt for sale on account of sickness in the family. Northwest part of state. Elevator built last year. Fine crop, 175 cars corn, 50 cars wheat to move. This year's crop will pay more than purchase price. No other elevator; closest competition 7 miles. Fine territory. Terms on half. Address 65V3, Grain Dealers Journal, Chicago, Ill.

**TENN.**—25,000 bus. elevator for sale with one bin for turning; also mill that will mill 125-bbl. of flour per day, and meal mill that will mill 20-bus. per hour. Good town on main line of I. C. R. R., 100 miles north of Memphis. Have own track, good brick office, retail coal yards, and plenty of good warehouses. Could easily be converted into a feed plant. Will sell or prefer selling one-half to a good man that wants to work. Obion Mill & Elevator Co., Obion, Tenn.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**CENTRAL KANSAS**—My elevators for sale. For information write 64B5, Grain Dealers Journal, Chicago, Ill.

**MINN.**—20,000 bus. elevator for sale, also coal and seed business, on account of old age of owner. On Milwaukee R. R. Business at a peak, and will stand rigid investigation. Address 65V9 Grain Dealers Journal, Chicago, Ill.

## ELEVATOR FOR SALE OR RENT

**KANSAS**—Elevator with feed business for sale or rent. For information write the Cambridge State Bank, Cambridge, Kans.

## ELEVATOR AND FEED MILL

**CHICAGO**—Elevator and feed mill complete for sale; operating; capacity 5 to 6 cars per day. Bargain. Write 65V7, Grain Dealers Journal, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATORS WANTED

**WANT TO BUY** good Indiana elevator. Give particulars and cash price first letter. Bruce Haycock, Greentown, Ind.

**ELEVATOR** wanted in western third of Kansas, northwestern Oklahoma or northern Texas. Give full particulars. C. S. Laird, Ingalls, Kan.

**WANT TO HEAR** from owner having elevator or other business for sale. Give particulars and cash price. John Black, A 47, Chippewa Falls, Wis.

## FLOUR AND FEED MILL

**MICH.**—60-bbl. Midget Marvel flour mill and feed business for sale. Constant supply of water. One 43-h.p. Samson turbine for feed; one 43-h.p. Samson turbine for flour. Selling flour in all surrounding towns. Address A. G. Butler, Bellevue, Mich.

**1200 BARREL FLOUR MILL and Mixed Feed Plant** for Sale. Located at Morristown, Tennessee in the richest section of East Tennessee. Plenty of wheat grown locally; large flour and feed business at door and adjacent territory. Good dairy and poultry section. Located on the Southern Railroad with good transit privilege both north and south. Electric power at low rate. Good opportunity for some live wire. For further information, address J. F. Smith, Clerk and Master, or Judge E. R. Taylor, A. T. Drinnon, Esq., Morristown, Tenn., or W. T. Kennerly, Esq., Knoxville, Tennessee.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request Grain Dealers Journal, 332 S. La Salle St., Chicago, Ill.

## FLOUR MILL FOR SALE

**MIDDLE TENN.**—400-barrel Flour Mill for sale, fully equipped; in fine farming and dairying section. Address P. O. Box 36, Columbia, Tenn.

**PENNSYLVANIA**—Valuable 100-bbl. flour mill for sale to close estate. 1 run stones, corn meal mill, attrition feed mill, wheat storage, brick and stone building, slate roof, brick engine room. Power, combined water and steam. Only mill in excellent town and grain center. Opportunity A1, both milling and shipping of grains. No reasonable offer refused. Must be closed out. Chance in a lifetime for active man. Box 535, Orange, Virginia. Details on application.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Purchase and Sale Contracts** give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

**Confirmation Blanks, Triplicating,** will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in pressboard with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Clark's Decimal Grain Values** save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**  
332 South LaSalle St. Chicago, Ill.



## SITUATION WANTED

**SUPERINTENDENT** wants position with grain firm; exper; best of refs; will consider any location. 65U12 Grain Dealers Journal, Chicago.

The little ad I had you insert in your paper last month did the work. I am now with the Keenesburg Elvtr. Co., at Keenesburg, Colo. Many thanks. S. G. Mahaffey.

**MAN OF UNUSUAL** training in grain and flour and feed milling; steno-bookkeeper, auditor, office manager, assistant manager and plant superintendent. Thorough knowledge of all details. Successful in handling help. Some experience construction and machinery. Desire managerial or supervisory position or asst. to executive who wants man able and willing, to assume responsibility and get results. Now employed but position lacks future. Present and past employers will recommend. Age 40. Good education, health and habits. Address 65V1, Grain Dealers Journal, Chicago, Ill.

## WANT ADS WORK WONDERS

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

## SCALES FOR SALE

**HOWE 5-TON** Wagon Scale for sale at \$75.00. In excellent condition; the best scale we ever used. Write W. J. Madden, Hays, Kans.

**TRACK SCALE** for sale—100 ton, 42 ft. Fairbanks type registering beam; first class condition; steel I-beams. Prescott Co-operative Exchange, Prescott, Wis.

**RICHARDSON SCALES** for sale. Automatic grain elevator scales, 4ye, six and fifteen bushel capacities. Write Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**FIVE-BUSHEL** automatic Fairbanks scale for sale, in perfect condition. Can be seen at Brookings in operation at this time. Geo. P. Sexauer & Son, Brookings, S. D.

## HAY FOR SALE

Alfalfa—Clover—Mixed—Timothy—Prairie. Delivered prices quoted. John Devlin Hay Co., 192 North Clark Street, Chicago, Illinois.

## SCALES WANTED

**WANT AT ONCE**—8 or 10 ton truck scale. Box 65V2, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED

**FIRST CLASS CHAIN** elevator manager wanted. Must have wide retail experience. Address 65V13, Grain Dealers Journal, Chicago, Ill.

**HAVE GOOD** proposition for machinery salesman calling on grain elevators, flour and feed mills. Full time or side line. Must know the trade's requirements. Address 65R7, Grain Dealers Journal, Chicago, Ill.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago, Ill.

## SEEDS WANTED

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## MOTORS FOR SALE

**GENERAL ELECTRIC** Motor for sale, 5-h.p.; 60 cycle; 3 phase; 220 volt; 1200 r.p.m.; for \$70. C. A. Lindahl, Agenda, Kans.

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

## ELECTRICAL MACHINERY

Motors and Generators, A. C. and D. C., for sale at attractive prices. Large stock of New and Rebuilt Motors on hand at all times. Write for our Stock List and prices.

Special bargains in hammermill motors, 30 to 60-h.p., 1200 and 1800 r.p.m. V. M. Nussbaum & Company Fort Wayne, Ind.

## MOTORS WANTED

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL, of Chicago. It will bring you quick returns.

## Receiving Books For Grain Buyers

**Duplicating Contract Book**, for the purchase of grain from farmers. Contains 100 originals printed on bond paper and perforated, and 100 duplicates on manila, with ruled spaces on the back for entering amounts delivered, numbered in duplicate. Check bound, size 5½x8¼ inches, supplied with four sheets of carbon. Order Form 10DC. Price \$1.15. Weight 1 lb.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size 9¼x11½, 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$5.00. Weight 2¾ lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size 9¼x11, supplied with four sheets of carbon. Order Form 73. Price, \$1.55. Weight 2 lbs.

**Grain Scale Book**, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 253 numbered pages and index, size 10¼x15½, and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.75. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size 8¼x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$3.00. Weight 3 lbs.

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### Grain Dealers Journal

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SPROUT, WALDRON & CO.

9 S. Clinton St., Chicago, Ill.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912, of Grain Dealers Journal, published semi-monthly at Chicago, Ill., for October 1, 1930.

State of Illinois, County of Cook, ss.—Before me, a notary public in and for the state and county aforesaid, personally appeared Charles S. Clark, who having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, Grain Dealers Journal, Inc., Chicago, Ill. Editor, R. R. Rossing, Chicago, Ill. Managing Editor, Charles S. Clark. Business Manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

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Charles S. Clark, 332 South La Salle St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is..... (This information is required from daily publications only.)

CHARLES S. CLARK,  
Business Manager.

Sworn to and subscribed before me this 11th day of October, 1930.

(Seal) JOHN A. AITKINS,  
Notary Public.  
(My commission expires November 28, 1932.)

## MACHINES FOR SALE

A BARGAIN—2½-ton Stoughton dump truck with hoist for sale. Just reconditioned by Stoughton Co. Priced for quick sale. Wilkins Corporation, Monroe, Wisconsin.

AIR-BLAST CAR LOADER, new, very best on the market; reasonable. Write or wire Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

COMBINED 10-ton truck scale and air lift dump for sale; 7½-h.p. alternating current, 110-volt motor, belts and pulleys. Practically new and in good condition. First National Bank, Cherokee, Iowa.

BARGAINS—10 ton Howe truck scale for sale with 8x10 ft. deck; 7½-h.p. 3-phase Westinghouse motor; pint size testing bucket and beam; wood pulleys and shafting equipment from dismantled elvtr. Far. Elvtr. Co., Rockwell City, Ia.

HAMMER MILL for sale or trade, one ball bearing direct driven 24" Munson attrition mill with two 25-h.p. motors. Mill is as good as new and now being operated. Galva Union Elevator Co., Galva, Iowa.

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Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable; let us have your inquiries for prompt shipment. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Mo.

### NEW AND USED MACHINERY FOR SALE

One 22" double head Bauer Bros. Ball Bearing, Motor-driven Attrition Mill; 1 Three pair high Feed Mill, excellent condition; 1 Hess Corn & Grain Drier; capacity 1,200 bu. We own and have listed a large assortment of elevator, feed mill, flour & cereal mill equipment on which we can make you very attractive prices. It will pay you to write us before purchasing elsewhere. Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

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### WANTED

Hammer Mills, 9x30" and larger Roller Mills. Automatic Scales, Feed and Flour Mixers, Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address 63N14, Grain Dealers Journal, Chicago.

## Bargain Sale in Soiled and Shelf Worn Books

Record of Cars Shipped—A few copies of the Price Current Grain Reporter form 85 are being closed out at greatly reduced prices. They are complete car recording forms with 80 double-pages, good grade linen ledger paper, well bound with cloth back and corners. A good buy at \$2, as is.

Record of Receipts—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus. Price, Kind, Seller, Amount." In the order named. Priced at only \$2, as is.

Grain Scale Books at a Bargain While They Last—We have a small stock of grain receiving scale record books, Form 223, formerly put out by The Price Current-Grain Reporter, which we will sell at a greatly reduced price. Formed of heavy ledger paper, size 10½x16 inches, 240 pages, with a 28-page index. All in good condition excepting the binding. Price as is \$2.50.

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GRAIN DEALERS JOURNAL,  
332 South LaSalle St. Chicago, Ill.



# A Full Decade of Service to the Grain Elevator Trade

From field to terminal, it is no secret to the trade that the past ten years have made a tremendous improvement in the handling of grain.

Time has been saved. So has labor, maintenance, electric current, and motor power.

If one were to compare all this economy with the costly methods used, for instance, in 1920—you would doubtless find, in many cases, that today's net profits are earned entirely by these improvements. From another view-point . . . without these operating short-cuts which have been dedicated to the grain industry, there would be no profit!

As late as 1920, you remember, many country elevators were still dumping their loads by hand-power—they were moving and spotting their cars largely by hand-power—they were using the old type of drives, with all the lost motion and breakage of chains, belts, pulleys and sprockets. The motor power and electric energy then used to produce any given hourly capacity would be out of all reason if compared with present, modern methods.

It is significant that all this improvement and economy has developed simultaneously with the institution, growth and development of the CLOW-WINTER MANUFACTURING COMPANY.

Moreover, it can't be a mere coincidence—it's a known fact—that the Direct-Connected Head Drive, for example, was pioneered, developed, perfected, and is still exclusively engineered by this concern. This alone has obviated many a grievance of elevator men. "No Chains to Break—No Belts to Slip." Winter's Direct-Connected Head Drives—perhaps more than any other item—have cut down operating costs and increased operating capacity.

Winter's Truck and Wagon Dump has cleared away the long, familiar string of loads which were once kept waiting outside of country elevators; and, in so doing, it has speeded up service all along the line. This is the only Dump with four-corner lifting construction and with anti-friction rollers applied to the cylinder, which insures a smooth, easy lifting travel, with no binding or friction. This Dump is also equipped with semi-horizontal platform and wheel-locks to hold the load in exact position as platform rises.

Other products which the Company has developed and installed on a large scale include:

Winter's Full Floating Boot Pulley; self-adjusting to eliminate unnecessary belt tension and to prevent choke-ups.

Winter's Worm-Gear and Pneumatic Car Pullers.

Winter's Pneumatic Belt Shifter, and Winter's Pneumatic Door Opener.

As a manufacturer and originator, rather than a mere distributor, Clow-Winter Manufacturing Company is now intimately known to the elevator trade in all of the grain-producing states. Beginning first in Minnesota, the Dakotas and Montana, Clow-Winter installations spread rapidly in succession to Nebraska, Kansas, Wyoming, the Pacific Coast, then to Texas, Oklahoma, the entire Southwest, all throughout Illinois, and now up in Canada, where the Company operates from a branch in Winnipeg.

The trade is invited to feel that the Company is devoted to the interests of the grain industry which it specially serves. Whether you are a user of Clow-Winter equipment, either now or at some time in the distant future, you are at liberty to write the Company, either at Minneapolis or Winnipeg, and lay your problems before its engineers. No obligation, of course. It has saved money, it has made money, for others. It may do the same for you.

**CLOW-WINTER MANUFACTURING CO.**  
MINNEAPOLIS, MINN. WINNIPEG, MANITOBA



## GRAIN DEALERS JOURNAL

With which is consolidated the  
Grain World, formerly  
the Price Current Grain Reporter.

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Foreign Countries, prepaid, one year, \$8.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, OCTOBER 22, 1930

THE Western Grain Rate Case, as discussed by a speaker at the National convention whose remarks are published elsewhere, requires so many adjustments there is grave danger that the Commission will throw up its hands in despair and put in some sort of distance tariff.

THE WAY TO INTEREST PEOPLE in any undertaking is to give them something worth while to do. Keep them busy and you retain their interest. Leadership always commands a premium and leadership means planning plenty of attractive and worth while work for those who look up to the leader.

INTERIOR BUYERS of grain who persist in their efforts to settle for wheat bot on the basis of their weight after they clean the grain are unwittingly advancing the price to be quoted them the next time they are in the market to buy. They know grain is never sold on an after-cleaning basis except when the grower brings in a load of screenings containing a little wheat.

BASED on the present price of wheat, the Stabilization Corporation has lost \$30,000,000 on the grain it bought in a vain effort to peg prices. Possibly it can eventually be sold at what it originally cost, but only a miracle will bring the price sufficiently high to pay the tremendous carrying charges that will have accrued. The loss will be paid by the American people as a whole.

HAD the Russians bot instead of sold wheat on the Chicago Board of Trade or even waited until after election the politicians wud not have made any fuss about it.

NO ONE has sworn the officers of the Stabilization Corporation to hold the 69,000,000 bus. of wheat forever. It could be sold tomorrow without violating any law, but it would relieve the market of an awful pressure.

POOR management makes the bulk of business wastes according to a congress of 500 managing executives in convention recently. This explains why marketing pools are always a failure. The rank and file know nothing of marketing and do not know how to choose a managing expert. Hence the impractical, loud-mouthed agitators get control.

MEDDLING with business by the government and government participation in business enterprises, was condemned by the American Bankers Ass'n in annual convention at Cleveland last week. When the business and professional men of the nation develop enough backbone to join in an open fight to drive the Government out of business the politicians will quickly run to cover.

MISSOURI'S voters at the November election will pass on the question of government engaging in the insurance business, by way of the workmen's compensation route. If approved by the citizens it will be because the business interests have failed to present a united front in a campaign to make it clear to each individual that the gradual socializing of trade, industry and commerce would reach him in turn.

IF THERE IS TO BE the shortage of seed corn next spring, that is being so widely broadcast, perhaps those country elevator operators who buy corn on the cob can make some extra dollars, by keeping a "weather eye" open for anything of this kind that they can buy at a reasonable price, and storing it for the spring demand. It will, of course, need to be tested for germination.

CHARGES that a competitor is trading on crooked weights are best passed on to the county prosecuting attorney rather than published broadcast, as the public is in no position to judge. The charges may lead to a suit for heavy damages, as in the case of a wholesale grocery firm who advertised that a certain manufacturer was putting out his oat flakes in short weight packages. His reward is a suit for \$260,000 damages.

CHAIRMAN LEGGE now says that high loans on wheat last fall were based on misinformation. He then said: "We have better information sources now and that kind of error is out of the picture." Does the Chairman mean by this that the Board, due to its superior facilities can now look into the future and tell what the prices of wheat, cotton, etc., will be next year, next month, next week, or even tomorrow? How wise the Farm Board has become.

GARLIC is again making life miserable for the soft wheat buyers of the Ohio Valley and the wonder is, all millers of that section do not install a drier so as to facilitate the removal of the small onions before the infested wheat is fed to the rolls.

WHILE MUCH wheat is being fed in different parts of the country it has not exercised enough influence on the market price to offset the Farm Board's heavy carrying charge on its 69,000,000 bus. of old wheat which has long depressed the market.

FARM RELIEVER McKELVIE has become obsessed with the idea that all critics of the Farm Board and especially those who print their criticisms should be incarcerated. His threat to investigate the publications will not scare any into using the soft pedal for every liberty loving publisher would enjoy grilling the burocrats in a public investigation. Such a shallow bluff will afford the Farm Board no relief.

UP IN NORTH DAKOTA the owners of a country elevator, have painted the name of their village and certain directional instructions in large letters on the structure's roof, for the benefit of aviators. Arrangements have also been made for the construction of a beacon light on the elevator, as soon as need for it arises. This move shows enterprise upon the part of the elevator owners, for while there may be no direct benefit, the publicity thus secured will unquestionably pay for the work.

SHIPPERS owe it to themselves to protest against ever increasing minimum weight necessary to obtain minimum rate of freight on car load shipments. During the last twenty-five years the railroads have doubled the minimum car load weight and the statement given by Mr. Goemann at the recent meeting of the Weighmasters show that the majority of the cars now used are of 80,000 lbs. capacity. Many of the roads are replacing all small cars with 100,000 lbs. capacity cars which means that the country elevator operators must school their farm patrons to the production of more uniform varieties of grain else they must soon come to make many of their shipments bulkhead shipments or else pay freight at the less than carload rate.

RAISING the postage rate on first-class mail as threatened by the postmaster-general might not be necessary if the Post Office Department were credited by other branches of the government with the cost of handling mail carried free under the franking privilege. The privilege also is abused. One county agent in Iowa sent a circular letter to several hundred creameries in Minnesota containing questions to be answered in reply, inclosing the same free postage envelope. The postmaster-general declares his opposition to increasing the rate on other classes of mail, for which the government has competition from railroads and express companies. This can be translated into an admission that government never performs a service as economically as private enterprise.



AS ELECTION day approaches, those interested in the Farm Board increase their frantic efforts to explain or give causes for the failure of the Farm Board to relieve anybody but bureaucrats.

THE CANADIAN Wheat Pool has lost so much on the old wheat crop, it is said to be contemplating asking the prairie provinces for the sum of \$17,000,000. Such a forced contribution to this aggregation of inexperienced grain merchants will delight the non-members of the pool even more than the farmer taxpayers of the U. S. who refuse to have anything to do with the National Grain Corporation.

THE VICE PRES. of the Illinois Farmers Grain Dealers Ass'n seems to have rather the best of the publicity department of the National Grain Corporation, the exchange of shots having had the effect of making it clear that the Illinois farmers desire to preserve their independence for the "sole purpose of selling their grain to the highest bidder." They will sell to the government organization only if the latter outbids private dealers. Who can blame them?

ONE OF THE encouraging signs of the times is that some Congressmen are becoming curious as to what has become of the famous revolving fund of \$250,000,000 entrusted to the Federal Farm Board. Up to the present all such interrogations have been rebuked by the Chairman of the Board with the flimsy excuse that the names of borrowers could not in fairness be disclosed, so that the demand of the Board for more money will no doubt be received with a counter demand for definite information regarding the disposal of the revolving fund already entrusted to the Board. Many persons familiar with the character of the Board's loans doubt that the fund already loaned will do very much revolving henceforth, because many borrowers are not in a position to return the money.

### More Prescriptions Due Soon

As soon as Congress convenes Senator Borah says he is going to fight for the passage of the Debenture bill, and Senator Nye is going to do the same thing for the McNary-Haugen measure. A bill to prohibit short selling and to further regulate the exchanges is now being prepared and will doubtless be turned into the legislative hopper on Dec. 5.

Both Nye and Borah as well as other radical opponents of established business in Congress freely confess that the Agricultural Marketing Act has been a flat failure. They acknowledged that the last session failed to legislate prosperity for the farmers and they want to try some more remedies, failing to realize that if prosperity could have been legislated into a people we should all have been rich, years ago. Today both farmers and Congress are in greater need of relief from radical agitators than anything else.

### The Convention Is Over

The thirty-fourth annual convention of the Grain and Feed Dealers' Ass'n is now over. What was done and said at this meeting is now history. A complete story of what transpired will be found in this number of the Journal.

Unquestionably the accomplishments will not please everyone. Men think differently and are frequently biased by what they think any line of action may mean to them in immediate dollars and cents.

Hard times doubtless kept some men away from the convention. In some instances, indifference was the controlling factor. In others it may have been a disagreement with the policies of the association.

If it was the first of these, it was unfortunate in more ways than one. For some men in the grain and feed trades, the past year has been a lean one. Business, in many lines, has been poor and profits have shrunk to the vanishing point. Those grain men, therefore, who have had a bad year, have had plenty of company, but even that is not much consolation.

There is consolation, however, in the thought that the United States of America is the richest country in the whole world, insofar as natural resources are concerned; that we have 123,000,000 people who must be fed, clothed, housed, and made otherwise comfortable, and then that we have all the money that is needed not only for these things but also for every legitimate new project that may be started.

To those men who did not come to the convention because they were indifferent, we can only say that this meeting was the one place, where any man could have his say and rest assured that his remarks would be given national prominence. It was the only place where those things of interest to the trades as a whole are given consideration, and it was the only place where the man from the Pacific Coast could meet the man from New England, the man from Texas meet the man from Minnesota or the man from Nebraska meet the man from Kentucky, and talk "shop."

To those who think the association should do some things it has not done, or that some of the things it may have done were wrong, and who staid away for that reason, the only thing that can be said is that the annual conventions are the only opportunities for discussing and adopting new policies, the officers simply carrying out, as best they can, those plans that have been adopted by the majority of the members present at one of the annual meetings.

The organization has been carrying on, for these many years, just to serve its members and the trades it represents. It may have made mistakes—being run by beings that are only human—but it has been right so many more times than it has been wrong, that it deserves unstinted praise. It stands for the best interests of the trade and may its power and influence continue to increase.

### The Marketing Act Resolution

The resolution concerning the Agricultural Marketing Act, that was unanimously adopted by the Grain and Feed Dealers' Nat'l Ass'n, will be found in the convention report printed in this number of the Journal. It should be carefully read by every man engaged in either the grain or feed business. It should also be passed on to local newspapers, together with such explanation as may be necessary, to present a vivid picture of failure to the editors.

Emphasis should be laid upon the efficient service that has been rendered to the farmer in the marketing of his crops all down through the years by the regular trade; to the fact that billions of dollars have been loaned to him upon favorable terms; that a cash market has been supplied every business day in the year; that market prices have been broadcasted daily, hourly and even continuously, thus giving him information of tremendous value in the disposal of his grain, and finally all of this service has been rendered at a cost to him that was less than that incurred in the marketing of any of his other products.

In the resolution, as adopted, the statement is made that the Act "is a subversion of the constitution; a nullification of its guaranties, such a repudiation of the rights of the individual as justify an appeal to the courts for protection and vindication." Nothing is said, however, about either financial or moral support for court action, and there are a good many men in the trade who are disappointed that the resolution stopped short of that. It is said, however, that the Ass'n would have no standing in court because it has not been financially harmed by the law.

If that is true, the most any resolution could have done would have been to pledge financial and moral support and if any dealer or group of dealers decide upon court action, the moral support, not only of the Nat'l Ass'n but also of all of the affiliated Ass'ns and hundreds of grain and feed men who belong to no trade organization, will be accorded in unstinted measure.

The men in these trades—from the Atlantic to the Pacific—who see in the Marketing Act a measure that must ultimately mean their financial ruin, are anxiously awaiting the next move. It cannot be made too soon to suit them.

**The Victory  
of  
Success  
is half won when  
one  
gains the habit of  
Work**



### Getting Under His Hide

The volume of criticism appearing in the country and city newspapers as well as in the various trade journals is getting "under the hide" of Farm Board Member McKelvie. As a consequence, he has asked both the Federal Trade Commission and the Post Office Department to investigate. As a former publisher, he appreciates the power of the press and he would throttle it if he could.

There is nothing to conceal, however, and these investigations will therefore be welcomed. They will simply give the men in the grain and feed business additional opportunity to show up the Marketing Act for what it really is—the most monumental legislative folly of the age. It will give them the opportunity to prove their right to criticize a law that has helped none of the farmers but landed a number of agitators in soft berths.

Not a single member of the Farm Board is boasting about what has been accomplished, but it remained for the wheat member to start this investigative smoke screen, in order, if possible, to hide or discredit the real facts. It is to be hoped that these investigations may be started at once and that reports may be ready by the time Congress convenes in December. Some of the members need to have their eyes opened. If the hearings were started at once the voter would get much needed information in advance of Nov. 4th.

### Farm Abandonment

This year's census shows a decrease of more than 150,000 in the number of farms within the past ten years. Some of this decrease was caused by consolidation, and some by city growth, while some farms have been abandoned.

Figures now available do not show what proportion of the 150,000 falls into each of these classes, but assuming each to have been responsible for about the same number, we find that 50,000 farms may have been actually abandoned within ten years, or at a rate of 5,000 a year. When it is recalled, however, that there are more than 3,000 counties in the country thus making actual abandonment average less than 2 per county, per year, the total loses much of its impressiveness. Even if half of the total reduction was due to abandonment, it would mean a county average of less than 3, and if the total reduction was due to abandonment, it would mean an average of less than 5.

Some states show a much heavier reduction than others, and as a matter of fact, there are some that show an increase, and in these, at least, farming certainly cannot be in such a bad way as many of our politicians are painting it.

When it is recalled that there are still 6,297,877 farms that must depend solely upon our own people to consume everything there produced, (if our Farm Board's ideas are carried into execution) thus giving less than 20 consumers to each farm, the narrowness of the market and the lack of opportunity for profit are readily visualized. There are still too many farmers.

### Too Much, and Too Many

From all over the world comes the cry of excess production. Too much sugar; too much coffee; too much wheat; too much rubber; too many raisins; too many peaches; too many grapes—of these and hundreds of other things, we are told there is a surplus that cannot be sold at a profit. What to do about it all is a question being studied by the World's best thinkers. Producers, manufacturers, government officials and economists, have for months been carefully going over various angles of the problem and proposed solutions cover a wide range of suggestions.

As to this country's surplus wheat and cotton, the Farm Board would cut it to zero, by reducing the acreage. Aside, however, from suggesting flax for some wheat and food and feed grains for some cotton, nothing very tangible or concrete has thus far been suggested in the way of substitution.

Something, it is true, has been said about reforestation, but trees, large enough even for fence posts and for wood pulp, require ten or fifteen years to develop and merchantable timber cannot be grown, especially in the north, in less than 40 years. Such a suggestion as that, therefore, lacks much of being a plan of relief for today's farmers.

Finding new uses for some products would not, ordinarily be of any general benefit, for it would mean substitution, and a surplus in some other direction. Letting out our belts and eating more bread, more meat, more butter and more potatoes would automatically mean eating less of other things. Propaganda cannot and will not increase the capacity of our stomachs.

There are in the world still many millions of people who do not regularly have enough to eat and who are not properly clothed. With the most of them, lack of purchasing power is the reason. Decreasing production and transportation costs may help tremendously in solving the problem. The question is—Have we yet reached the limit in either of these directions?

### Can't Feed All Surplus Wheat?

Under no consideration can the United States feed enough wheat to permit the complete disposal of the burdensome surplus which exists in this country, as the price of corn has been declining in sympathy with wheat despite the immense shortage in the crop, and there has been more or less liquidation of livestock, and also a curtailment of around 25 per cent in feeding operations as far as cattle are concerned.

The whole decline in grains, cotton, sugar and other agricultural commodities was undoubtedly started by overproduction, but the level of prices has dropped to a point where the original cause of the decline has been completely lost, and the latter part of the break has undoubtedly been due to psychological effect, and the mental attitude of buyers, not only in the United States but also in other countries. It is the first time the present generation has been brought face to face with worldwide liquidation of all commodities, and the action of the wheat market of late and that which followed the end of the Civil War is becoming more and more striking.—*The Economist*.

### Seller Does Not Guarantee Transit

J. G. McKillen, Inc., Buffalo, N. Y., plaintiff, v. S. Zorn & Co., Louisville, Ky., defendants, before Arbitration Com'te No. 2 of the Grain and Feed Dealers National Ass'n, composed of Frank G. Coe, Elmer Hutchinson and C. A. Davis.

This case involves a claim made by J. G. McKillen, Inc., against S. Zorn & Company, covering a contract for the shipment of 10,000 bushels of salvage oats. According to the evidence, these oats were sold "basis Philadelphia domestic" rate for shipment from Louisville, Ky., to Buffalo, basis Louisville weights and grades.

The oats had transit privilege at Louisville and were shipped from there to Buffalo via the Pennsylvania Railroad. It appears that if these oats had been diverted in transit or reconsigned at Buffalo they would have carried thru-billing to Philadelphia, or Philadelphia rate point. The oats, however, were unloaded in a Buffalo elevator and, according to the published tariffs of the carrying line, the oats thereby lost the benefit of the thru rate.

The plaintiff contends that according to the terms of the contract the seller was obligated to furnish billing which would carry the thru rate including transit privilege, which defendant denies, claiming that plaintiff should have been familiar with the tariffs covering his own station and should have known that by unloading the oats he would nullify this thru rate.

The com'te rules that the term "basis Philadelphia Domestic" does not guarantee transit privileges at intermediate points, and finds in favor of the defendant, assessing the cost of arbitration against the plaintiff.

### Protecting Shipper's Drafts

The clause employed first by a milling company in the Southwest a few years ago in an attempt to protect the proceeds of drafts collected thru failed banks by stamping on the draft a notification that the proceeds were not to be commingled with the funds of the bank having been made comparatively valueless by recent federal court decisions that this clause was ineffective in cases where the handling of the collection did not augment the assets of the bank, the Farmers National Grain Corporation has improved the wording of the notification to make it mandatory upon those handling the paper to augment the assets of the bank by making the collection in cash.

The receipt of the collection in cash deprives the receivers of insolvent banks from pleading the defense that the assets were not augmented. In the division of the assets the drawer of the draft will be a preferred instead of a general creditor.

The clause used by the Farmers National Grain Corporation on the back of its envelope drafts reads as follows:

Bill of lading or contract with carrier accompanying this draft is not to be delivered to drawee or consignee until this draft has been paid in cash. Checks, drafts and other evidences of indebtedness, whether drawn by the drawee named therein, or by banks, will not be received in payment. Proceeds of this draft will be collected in cash and remitted forthwith to the Farmers' National Grain Corporation and will not be used either directly or indirectly to pay or offset any claim or indebtedness for or against any person, firm, or corporation (including banks) receiving, forwarding, endorsing, or collecting the same. Said proceeds remain the property of the Farmers' National Grain Corporation and constitute a trust fund in its favor, and a preferred claim upon the assets of all persons, firms and corporations, including banks, receiving, forwarding, endorsing, or collecting this draft.



# Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Stolen Property?

*Grain Dealers Journal:* A short time ago a trucker hauling oats to our Northwestern elevator said he was hauling for a man named Schaffer. He brought in three loads. The following day a man came into the elevator, said his name was Schaffer and he wanted payment on the three loads of oats brought in the previous day. Our man gave him a check, which was immediately cashed.

About a week later one of the local landowners came in and wanted payment for three loads of oats that should have been delivered for him. His name was not on our records, nor was the name of his tenant. In so far as we can surmise the oats delivered for "Schaffer" must have been his oats. We had instructions from him not to pay his tenant but no man named "Schaffer" was his tenant.

The situation is still unsettled. What is our position?—E. R. Larson, manager, Farmers Elevator Co., Dayton, Ia.

**Ans.:** The landlord can not recover from the grain dealer on a mere allegation that the latter had his oats. The landlord must prove that the buyer took in the grain knowing it came from the landlord's farm, or that his oats were in fact received by the buyer. A thief can not convey title to property when it can be identified. Under the facts stated the landlord seems to be without adequate proof to warrant judgment against the grain dealer for conversion.

## Wheat Covered by Mortgage?

*Grain Dealers Journal:* A mortgages his wheat in the field to a bank as security for a debt. After threshing he delivers the wheat for storage to his warehouse (public), in the meantime the bank informs the warehouseman to issue the negotiable storage receipt in the name of the bank (mortgagee).

What is the recognized ruling and court decisions in these cases?

How can a warehouseman protect himself to keep out of lawsuits from either side?

Our contention is that we should issue the storage receipt in the name of the person in whose name the wheat was delivered to us, then turn the receipt over to the mortgagee. This procedure protects the warehouseman, the mortgagor and the mortgagee.

Are we right or wrong?

Suppose we receive wheat for storage and after issuing a storage receipt to the deliverer somebody notifies us of a mortgage against the wheat are we liable in case the wheat should have been sold?—Chas. Werner, mgr. Shaniko Farmers Elevator Co., Shaniko, Ore.

**Ans.:** A public warehouseman, or a private warehouseman who does not buy, is not liable for receiving mortgaged grain and delivering it out to the order of the person hauling to the warehouse, unless before delivery or sale he received notice of the mortgage, or the mortgage had been recorded at the county seat.

The purpose of recording chattel mortgages on personal property is to protect the mortgagee and notify possible buyers of the lien.

Since a mortgage is virtually a sale the mortgagee is entitled to the grain on demand or may request the warehouseman to give him the storage ticket.

To the last question the answer is that the buyer of the wheat is liable if the wheat has been moved out of the warehouse to a buyer other than the warehouseman. If the warehouseman received notice of the mortgage before the holder of the receipts presented them for shipment the warehouseman is liable if he permits the grain to go out of the house by order of the original depositor or

his transferee. It is not the warehousing but the purchasing that creates the liability.

The rights of mortgagees are strictly enforced by the courts, as in *German-American State Bank v. Seattle Grain Co.*, Supreme Court of Washington, 154 Pac. 443, where it was said, "Where a chattel mortgage upon a wheat crop gave the mortgagee a lien of which defendant had notice thru the public records, defendant's taking of part of the crop and commingling it with his own wheat was an act of conversion."

## Wants to Buy Hay

*Grain Dealers Journal:* We are in the market for some alfalfa hay but have not been able to locate any, and we thought perhaps you could help us out on this.—Bowers Bros., Brownfield, Tex.

**Ans.:** In our September 24th number in a resume of seed and feed surpluses and shortages, we show that Gaines Bros. & Co. of Fairland, Okla., and the Farmers Union Co-Operative & S. Co. of Stanton, Nebr., have hay surpluses for sale. We are also advised that The Grange Co. of Modesto, Calif., the Star Hay Co. of Los Angeles and the Western Hay & Grain Co., at Los Angeles, have alfalfa hay for sale.

## Calvin Coolidge Says:

Northampton, Mass., Oct. 20.—Anybody with any experience in public life can see that the next session of every legislature body in the country, from the Congress down, will be deluged with all kinds of proposed nostrums for preventing depressions in industry and agriculture with resulting unemployment.

Already business is beginning to shudder at the prospect. Instead of being able to look to government generally for encouragement and relief, it recognizes that these proposals will be a deterrent to business recovery. At the bottom of all these measures will be found an appropriation carrying a large expenditure of public money which would result in more taxes.

If business can be let alone and assured of reasonable freedom from governmental interference and increased taxes, that will do more than all kinds of legislation to relieve depression.

Local governments are justified in spending all the money necessary for direct relief of distress. But the nation and states will only increase the difficulties by undertaking to restore confidence through legislation. It will be the part of wisdom to give business a free hand to supply its own remedies. This is no time to take counsel of the legislative visionaries.—*Herald & Examiner.*

McKelvie blasted his way into the daily newspapers last week, attacking the press who have attacked his bread and butter, i. e., the Farm Board. Of course he has been going to resign from the Farm Board ever since he accepted the job, but such worthy and commendable problems as the above must receive his personal attention. His last statement, however, is undoubtedly a forerunner of an announcement of the purchase, by the Farm Board, of one or more radio broadcasting stations. It is understood now that Station WLS at Chicago is to be or already has been taken over by the Board; and if this is their selection of a "wheat" station then of course other stations will have to be acquired to serve the cotton, grape, fruit, vegetable, meat, and hemstitching interests.

## Canadian Pool Cuts Initial Payment

Effective Oct. 15 the Canadian Wheat Pool reduced its initial payment 5 cents per bushel on all grades of wheat.

On No. 1 northern, basis in store at Fort William the payment will be 55 cents.

Thirty to 40 cents per bushel will be paid to farmers in fact, at the interior points as there are deductions for the freight rate to Fort William and for low grades. Thousands of wheat growers regret now that they ever signed a contract preventing them from accepting the higher prices paid by the regular grain dealers.

A newspaper of Toronto reports that "Although nothing definite is forthcoming from pool officials, it is learned on good authority that the Manitoba, Saskatchewan and Alberta pools will apply to their respective legislatures at the next session for \$17,000,000 to cover their deficit. The Manitoba pool will ask \$5,000,000. The Saskatchewan pool ask for \$9,000,000 and the Alberta pool for \$3,000,000, which would be repaid when the pools found themselves in a position to do so."

Damaging admissions were made by Pres. C. H. Burnell at a Wheat Pool meeting at Killarney, Man., Oct. 3. He said the Pool still held about 2,000,000 bus. of the 1928-1929 crop, which was mostly low grade wheat and it was very unlikely that any payment would be made to Pool members on that crop.

As to the 1929 crop he stated that there would be a deficit which the several governments would have to pay in the meantime, but which the Pool farmers would have to refund. He admitted that the banks would have consented to an initial payment of 70 cents per bushel, provided the Pool would hedge 25,000,000 bus.

The sinking spells the market has developed since the banks' suggestion was flouted vindicate their sound judgment.

Rats cost the people of this country \$500,000,000 per year, or more than \$4.00 per capita. They are great travelers and can see better at night and as they are extremely wary, catching or killing them is not so easy, but there must be no let up in the fight.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 21-23. Southern Mixed Feed Mfr's Ass'n, Memphis, Tenn.

Oct. 23-24. Ass'n of American Feed Control Officials, Hotel Raleigh, Washington, D. C.

Oct. 28. Ohio Grain, Mill & Feed Dealers Ass'n., Deshler Hotel, Columbus, O.

Oct. 28-29. Nebraska Grain Dealers Ass'n at the Lincoln Hotel, Lincoln, Neb.

Oct. 30-31. Nebraska Farmers Elevator Ass'n at Lincoln Hotel, Lincoln, Neb.

Dec. 9-11. Farmers Elevator Ass'n of South Dakota, Ward Hotel, Aberdeen, S. D.

Jan.—Colorado Grain Dealers Ass'n at Denver, exact dates to be set by officers.

Jan. —. The Farmers Grain Dealers Ass'n, Mason City, Ia., in the latter part of January.

Feb. 3-5. Farmers Grain Dealers Ass'n of Illinois, Pere Marquette Hotel, Peoria, Ill.

May 28-30. Society of Grain Elevtr. Superintendents of North America, Sherman Hotel, Chicago, Ill.



## Futility of Government Farm Relief

Address by BEN E. CLEMENT, Waco, Tex., before Grain and Feed Dealers National Ass'n at Chicago Oct. 13.

As we meet today there is a conviction on the part of everyone engaged in the grain business that the farm relief measure was designed to destroy the grain man. If that were not its purpose it is a howling farce. It is no farce, however. It is an impending tragedy. That tragedy can only be averted by the repeal of the Farm Relief Act. The instrumentalities and the system of competitive grain handling must be preserved. Upon this issue hangs the fate of the traditions and principles of this republic.

Every business interest in this nation should stand together in the demand for the repeal of the measure as a whole, or surely in so far as it authorizes the Farm Board to use government funds for acquiring elevator properties, buying and selling grain, and entering into competition with American citizens in any field of commercial activity. This issue must be fought to a finish.

When President Hoover called congress in extraordinary session to enact farm relief legislation he portrayed and denounced the evils of bureaucracy; he admonished against the creation of it; he inveighed against any interference with private initiative and enterprise; he demanded that there be no duplication of facilities. The bill he signed not only provides for all of this but makes mandatory everything he wisely warned against. Today, thru that class legislation, we face every evil, every danger, that the President said would result from ignoring his advice.

The Farm Board continues to spend millions of dollars employing broken down politicians and ne'er do wells in an effort to organize pools. They began by trying to bribe the farmer to join by paying him more than the market price for grain and cotton and making loans on both with the understanding if there was an advance the farmer would get the profit and if a decline resulted the government would absorb the loss. They are still offering the inducement of loans with the same proposition of the government's standing the loss, and at the same time threatening the farmer with the statement that they cannot help him if he doesn't reduce his acreage in grain and cotton.

If every grain and cotton farmer would join the pools every grain and cotton dealer would be out of business. Every exchange would close its doors. Every instrumentality of competitive commerce in grain and cotton would be junked. They tell us that they cannot get all the farmers in and that therefore we can continue to function. Such an idea is as perfidious as it is foolish.

Justification for demanding the repeal of the act is ample for the Farm Board has not been able to get the farmers to voluntarily join, nor have they been able to bribe or drive them into the pools. Already the aloofness of the farmers of this country from an instrumentality guaranteed by their pretended leaders, and recommended by the president and the congress for their amelioration is a practical repudiation of it. Less than fifteen percent of them have joined the system that has been urged as the panacea for their ills by both the politician and the agitator. If the farmer himself looks with such profound suspicion upon a government erected, a government sponsored, a government recommended, a government financed institution supposed to be dedicated unqualifiedly to his sole benefit that he refuses that allegiance so necessary for its success, need we, who suffer from its machinations hesitate to demand its destruction. We should not temporize or compromise. Already we have waited too long. The United States Chamber of Commerce took a decisive stand against this law and the operations of the Farm Board in competition with private citizens. No heed will be given to their demand nor to ours for a repeal. The politicians are fighting us. They are making false charges against the grain trade. Why, Senator Nye, by experience the best qualified man in the United States to judge when anybody is discredited, says that the grain trade has conspired to depress the value of farm products for the purpose of discrediting the Farm Board.

The Farm Board has done more to discredit itself than any bunch of conspirators could ever dream of. Its setups have been upset. Its pegs have been driven down. Its judgments have been found to be unsound. Its prophecies have proved false. Its operations have been unsuccessful. It has squandered millions of government funds right and left. It bought millions of bushels of wheat and futures at a dollar and a quarter and placed the wheat in storage last fall, keeping it

there to augment the supplies in the show windows this year, thereby exercising a depressing effect upon the value of the 1930 crop far beyond any sustaining value it might have had for the 1929 crop.

They bought more than a million bales of cotton at sixteen cents a pound from bankrupt co-operative speculators after practically the whole farm population of the South had disposed of the cotton crop. These two operations were designed to bolster the pooling movement and were engaged in with the purpose, no doubt, of vindicating the market prophecies of Mr. Legge and Mr. Hyde, when in October, 1929, they were urging the farmers to hold \$1.25 wheat and 17c cotton.

However, on Jan. 31, four months after the bullish enthusiasm of the Farm Board resulted in their making erroneous prophecies as to market trend, finding themselves so hopelessly discredited by the market action, Mr. Hyde made a speech in Springfield, Ill., giving a thousand reasons for the decline in the value of farm products. And to cap the climax, Mr. Legge and other members of the Farm Board put on a brilliant bear campaign in July of this year when the music of the combines began to pour out the streams of wheat which flooded the market from the southwest. The visits of these gentlemen to the southwest synchronized with the wheat movement and their tale of woe with reference to the production of wheat and the necessity of acreage reduction was a beautiful illustration of pouring gasoline on the bears fires.

Folly of Government Farm Relief.—The American people know now the futility, the utter folly of government farm relief. They see how important, how senseless is the effort of the government to enhance the value of farm products. They have witnessed how erroneous the judgment of men who have every facility of supplying information that should guide them aright can yet be so wholly in error in their judgments. The American people now know that the law of supply and demand is no respecter of Farm Boards any more than it is of farmers. They realize that farm relief legislation was passed at the behest of the farm agitator, thru the maudlin hypocritical sympathy or the cowardice of public men, and that the scheme first envisioned, then encompassed and now involves the United States Treasury to the extent of one-half billion. And notwithstanding this it is so impotent that it holds out only false hopes to those it pretends to serve. But far worse than that it subverts the constitution, it nullifies its guaranties, and seeks to extirpate that fundamental, essential American quality—individual initiative and enterprise.

"13"

While I have no respect for the farm relief measure, I profoundly sympathize, not with the work, but, with the pitiful incapacity of the Board to deal with the problems that the law creates. This is not said, however, in disparagement of the abilities of the members of the Farm Board. I have but one criticism of them individually and it is that having read that law, realizing as they must have that to make it effective they were charged with the responsibility of putting into effect a system visionary and impractical in its conception, dangerous in its designs, and revolutionary in its consequences, their patriotism should have constrained them to have refused such service. True patriotism consists as much in the preservation of the principles of this government as in bearing arms in its defense.

The Board with one Legge, one Hyde, and one Stone, other members hardly known, have too much territory to cover in this vast continental nation to get anywhere. Still I admit that the Legge on the Board is quite as conspicuous as the leg on the stage, while the Hyde is, as always, a close second.

This modern Alexander the Great, following the example of his ancient prototype, having conquered the world in the realm of farm machinery, seeks new worlds to conquer. Thus we find him seeking to recruit a vast army of co-ops with which to attack the unseen forces of economic law. In pursuing his wild designs he has set himself the task of destroying the foundation stone—the rights of the individual—carved from the mountain of eternal truth by the fathers who established this government.

In conclusion, as business men we need to apologize to no one for our opposition to this new departure in government. We yield to no one in our respect for the rights or in our

sympathy for the sufferings of the farmer or any other class of American citizens. But I would invite your attention to the fact that no other interest in this country has had the watchful care, the helping hand, or the command upon the finances and facilities of this government that the farmers of this nation have been able to command, for since 1920 there has been appropriated to the use and benefit of agriculture through the activities and ramifications of the Department of Agriculture of the United States government a total aggregating nearly \$800,000,000, or thirteen times the amount appropriated over the same length of time to the Department of Labor, and more than fifty times the amount expended by the Department of Commerce in the Bureau of Domestic and Foreign Commerce, and four times the amount expended by the Department of Agriculture in the period from 1910 to 1920.

Appeal to Courts.—Finally, I urge an appeal by the business men of this nation to the courts to test whether the spectacle of our government thru the Farmers National Grain Corporation, capitalized and financed with government money, with facilities purchased with government funds, with able men drawn from the ranks of private enterprise, with the organizations of established businesses and good will practically commandeered shall enter into competition with the citizens of this republic in both the domestic and foreign grain trade. If the courts of this land find constitutional sanction for such departure on the part of the government we can reach but one conclusion and that is that there is not a single limitation upon the powers of the Federal Government that cannot be nullified or evaded.

### More About Grohoma

Grohoma, the new feed crop, referred to, briefly, in the Aug. 27 number of the Journal, seems to be getting a lot of free newspaper publicity just now. This new grain is a cross between kafir corn and ribbon cane, that was first developed by an Oklahoma farmer, Fred Groff.

One of the outstanding characteristics of the plant is its length of root, extending, in some instances, for a distance of 4 feet into the ground. This makes it particularly resistant to drouth, and production reports, even when there was no rain for 90 days, are especially good.

Recent analysis showed 12.30 per cent protein, 3.8 per cent fat, 70.24 per cent nitrogen free extract, and 2.5 per cent fiber, and as it will grow and mature wherever corn will, and in the south produce two crops in a year, it would appear to be a discovery of unusual importance.

The Okla. Ag. College reports producing about 10,000 bu. of seed for sale, this year, all of which has already been contracted.



Ben E. Clement, Waco, Tex.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Another Reason for Weighmaster Doubting His Own Figures

*Grain Dealers Journal:* Have you ever heard of a coincidence like the following: Wab. 75400 corn shipped by the Symerton Gr. Co. of Symerton, Ill., contained when unloaded at the Norris Elevator, October 17th, 75400 lbs. or the same figures as the car number.—Very truly, Lamson Bros. & Co., T. M. Walsh, Chicago.

### County Agents Selling Feed and Fertilizer

*Grain Dealers Journal:* We have read with much interest your article under the caption "Those 'Pesky' County Agents," in the issue of Oct. 8th, page 438.

We wish to state, we are vitally interested, this is a common occurrence all over this state, the County Agents, do not only order seed, but they also order fertilizer and feed. We have had the matter up with our county commissioners here, but they do nothing to relieve the situation. Now if it is necessary, we can get affidavits from farmers to the effect that they have bought thru the local county agent here. It is a common thing to pick up a paper and see just such articles as you refer to, and we hope you can bring about some relief in this matter. We will appreciate advice from you as just what to do. If you want the affidavits, we will get them, but as stated above, it is a common thing all over the state and we do not believe any of the county agents will dispute the fact that they have been very active along merchandising lines.—Very truly, Southern Feed Co., by L. W. Query, Charlotte, N. C.

### Interference with Trade Makes Market Weak

*Grain Dealers Journal:* Wheat market has been extremely weak, and it would seem as tho our wonderful Secretary of Agriculture, who has obtained a change in the rules of the Chicago Board of Trade, making it harder to deliver wheat, has made another wonderful victory for the farmer, in view of the fact that the bulk of the wheat is low grade, and consequently the farmers will have to take less money for it, and the action of the market is hardly in line with his idea that the harder it would be to grade, the better the price would be.

If they have made a move in the past five years for the benefit of the farmer, although they have made several efforts, we do not know what it is.

First: The change in grading from the State to Federal Inspection and the putting in of a lot of technical rules works to a tremendous disadvantage to the producer.

Second: The curbing of speculation, by making it necessary for a person trading in over a certain amount to report it, drove a lot of the big speculators out of the market, because they did not want everybody to know what they were doing.

Third: Of course, we have the Farm Board, which has been a wonderful success.

Fourth: They have secured a change in the rules of the Chicago Board of Trade for the benefit of the buyer instead of the seller.

So, it is just one wonderful move after another.—Shannon Grain Co., Kansas City, Mo.

### The County Agent

*Grain Dealers Journal:* I have just noticed an article in your journal for Oct. 8th, headed "The Pesky County Agent," and I want to congratulate you on the article.

Our county agents are maintained by the county, state and government, furnished an office in the postoffice building free, also office employees. He devotes his time to making up cars of fertilizer, feed, potatoes and everything the feed and grain dealers handle. He maintains no warehouse, the farmers get the goods from the car door. Regular dealers maintain warehouses, pay privilege, ad valorem and other taxes, also clerks and office help. Our seeds and feeds are subject to test from state and government officers while theirs are delivered from the car door. I do not think this fair to the dealers and would appreciate anything you would do to help us. Very truly, J. Nat Moore, Athens, Tenn.

### McKelvie's Threat Proving a Boomerang

*Grain Dealers Journal:* The press reports, that the request of Farm Reliever McKelvie to have the federal trade commission investigate his complaint that the grain trade is circulating propaganda against the Federal Farm Board will be granted.

I believe George III took the same attitude toward the Boston Tea Party, after which *lesé majesté* ceased to be a crime for 150 years; and its renewal now should afford food for serious thought, if our legislative bodies still have the power to think.

Practically a whole continent, in that early day, and there were more middlemen than politicians in the uprising, sacrificed all life held to establish here a government that was to be the servant and not the master of this people.

When the grain trade sees its livelihood and that of all agriculture being ruined by a speculative venture of the politicians should it tell the truth or keep silent.

George III was merely suspected of insanity. How about political "Czars" who, having usurped the functions of business men, would deny them freedom of speech?—Thomas Y. Wickham, Beach, Wickham Co., Chicago.

### Government Grades Lead to Unreasonable Discounts

*Grain Dealers Journal:* We wish to get out of the grain business as we do not wish to buck the Government, as it looks as if the Government has two ways of eliminating the independent grain dealer, one by grading and the other by finance. We do not object much to the finance, but the grading is taking most of the grain dealer's profit the last several years, and in this they naturally have the support of independent terminal elevators, as it is only natural that the buyer wishes to buy as cheaply as possible.

We know of no better way to eliminate

the independent grain dealer, if he sells on any established grade than to look for the least excuse to grade it under what it should really grade. I have not sold but one car of corn on grade and it cost me to do it. We have to sell wheat on grade, and even so we have had 60-pound wheat graded No. 2, that there was nothing wrong with excepting a little chaff.

Terminal elevators that are independent can best eliminate themselves and the independent grain dealer by this strict grading of the Government Inspectors, as we feel that the independent country elevator eliminated means the elimination of the independent terminal elevator.—Middletown Grain Co., per Earl R. Walker, Middletown, Ind.

### Does Not Like New Chicago Rules

*Grain Dealers Journal:* The new rules adopted by the Chicago Board of Trade will make it too hazardous for any hedger or spreader to be on the short side in that market.

Hitherto the hedger has been able to use the Chicago futures freely, knowing that the market could not be manipulated against him by bull speculators on account of the unlimited quantity of grain that could be tendered to him on contract.

Under the rule that went into effect Oct. 14 only about 14,000,000 bus. of grain could be delivered on new futures contracts, constituting a standing invitation to manipulators. To make it worse no emergency delivery in cars can be declared by the directors of the Board earlier than the last three days of the month.

Our firm has been trading heavily in the Chicago market; but unless the rule is rescinded our business there will drop to a fraction of what it has been.

The effect will not be observed immediately, as we still have the privilege of trading in the old contract during the life of the December and May futures, but we feel sure that before May when hedgers are forced to transfer their trades into the July futures they will look elsewhere rather than place their necks in a noose.—Northwestern Handler.

### Crop Reports

[Continued from facing page]  
been 131,564,000 bus. for the years 1924-1928 inclusive. The 1929 acreage yielded 17.5 bus. per acre and the 1928 yield was 27 bus. The acreage this year is 244,000 acres larger than last year but smaller by 287,000 acres than for 1928. Grain sorghums condition is 57% of normal as compared with 48% on Sept. 1 and 67% of normal a year ago. A yield of about 13 bus. per acre is indicated on 1,200,000 acres for a crop of 15,600,000 bus. Last year's production was 19,638,000 bus. and the 1928 crop was 28,633,000 bus. Some harvesting for fodder has been done but little grain is yet mature. It is estimated that maximum prospects for grain maturity may not be realized unless killing frost is delayed until about Oct. 20. Seed crops at harvest time rate 82% condition for alfalfa seed; 75% for red clover seed; 80% for sweet clover seed, and 72% for timothy seed. Last year the October rating on these seeds was alfalfa 65%; red clover 74%; sweet clover 80%, and timothy 79%. Pastures have an October rating of 73% of normal.—Kansas State Board of Ag., in co-operation with the U. S. Dept. of Ag.

Plans are being made to ask Congress to appropriate \$25,000,000 to be used for seed loans in the drouth stricken areas.

TRACTORS and automobiles have displaced so many horses the demand for horse feed has almost vanished yet few growers appreciate this fact.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Evansville, Ind., Oct. 17.—The soy bean, crop in southern Indiana is one of the largest on record. Late alfalfa also has brot the farmers in good returns. Farmers are inclined to hold both their wheat and corn for feeding purposes. Many silos have been filled with green corn.—W. B. C.

Topeka, Kan., Oct. 15.—From reports of correspondents, there will be a decrease in Kansas of at least 600,000 acres. This decrease is in the central and eastern part of the state. The extreme western tier of counties estimate a 4% increase in acreage over the 1929 crop.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Springfield, Ill., Oct. 15.—There was general rainfall on the first day of the past week, with more than an inch except in the extreme south. The remainder of the week was fine and clear and unseasonably warm. Corn is mostly safe from frost. Husking is under way in the northern and central counties. Winter wheat is making excellent growth, with a good stand. Seeding continues. Soybeans are being harvested.—Clarence J. Root, Meteorologist, Dept. of Ag.

Jefferson City, Mo., Oct. 13.—Missouri's October 1 corn crop condition of 44% normal indicates 13.5 bus. acre yield, or 79,947,000 from 5,922,000 planted acres, against 126,524,000 from 5,384,000 acres averaging 23.5 last year, according to Senior Agricultural Statistician E. A. Logan, of the U. S. Dept. of Agriculture and Sec'y Jewell Mayes, of the Missouri State Board of Agriculture. The winter wheat crop is 19,740,000 bus., compared to 17,200,000 bus. last year. Wheat seeding is progressing rapidly, early seedings up to good stands, providing much needed pasture. Wheat seeding has progressed rapidly, being 54% completed by Oct. 1, with prospect of increased seeding over farm plans in August. Rye, 80% seeded, for grain and pasture, will be increased over last year.

Albany, N. Y., Sept. 15.—The buckwheat of the state has suffered considerably from the hot, dry weather with the result that much of it is very short. Recent rains have doubtless helped it some but the production still promises to be light. The yield per acre is now forecast at only 13.8 bus. This gives the state a probable production of about 2,926,000 bus. compared with about 3,168,000 bus. harvested in 1929. Pennsylvania, the only other important buckwheat producing state, has even poorer conditions than New York. For the country as a whole, buckwheat was caught by drouth during August in all important producing sections and both yield per acre and production are expected to be lower than in any year since 1883. The probable yield is now forecast at 11.6 bus. compared with the unusually low yield of 15.8 bus. last year and an average of 19 bus. during the previous ten years. Production is forecast at 3,459,000 bus. or less than two-thirds the usual quantity harvested and only about three-fourths as much as was harvested last year.—N. Y. State Dept. of Ag. & Markets, Bureau of Statistics.

Topeka, Kan., Oct. 10.—The Kansas corn crop for 1930 promises a probable production of 76,164,000 bus. This is based on an October condition of 40% of normal, indicating a probable yield of about 12 bus. per acre on the 6,347,000 acres estimated as planted this season. The condition on October 1 a year ago was 52%, on Oct. 1, 1928, 82%, and the ten-year average 1919-1928 on Oct. 1 has been 66%. Last year's crop amounted to 106,802,000 bus. The 1928 crop was 179,118,000 bus. and the five-year average Kansas crop has [Concluded on facing page]

## The Canadian Wheat Pool

Address by HON. FRANK OLIVER, Ottawa, Ont., before Grain and Feed Dealers National Ass'n at Chicago.

The Canadian Wheat Pool is the greatest co-operative organization for the marketing of a single farm product that the world has ever seen. It has 140,000 farmer members, bound by legal contract to deliver all the wheat they produce in five successive years to be marketed under its sole control of the pool executives, without question or audit of its accounts or proceedings. It claims to control fifty-five per cent of the wheat grown in the Canadian prairie west. It has been in operation as an export selling organization since 1924. It has enjoyed the full support of the banking system of Canada, of the Governments and legislatures of the three provinces in which the wheat is produced and it has been endorsed almost unanimously by the Press of the country. Quite recently the publicity branch of the organization issued a circular to Canadian newspapers formally thanking them for their support.

In the seven years since the organization of the pool's selling agency Canada has exported 1,760 million bushels of wheat. Accepting the pool's claim that it controls the marketing of fifty-five per cent of Canada's wheat its export transactions for the seven years must have totaled approximately a billion bushels. Never since Premier Joseph's spectacular and successful corner of seven successive crops of Egyptian wheat has there been such a volume of the world's most essential food marketed under a single control.

Canada in recent years has become the greatest wheat exporter of the world. Her exports have averaged 260 million bushels per year for the past five years (using million figures only) as compared with the average of Argentina 154 millions, the United States 115 millions, Australia 73 millions, and India 8 millions. Her total production during those five years has averaged 429 million bushels per year as compared with an average of 321 millions by the United States. As a matter of comparison while Canada exports in wheat and flour approximately three bushels out of every four she produces, the United States consumes approximately three bushels of every four she produces. Canada's wheat and flour exports average over one-fourth of her total export sales. Possibly the United States can afford to play with her wheat exports in the world's market. Obviously Canada can not. The wheat exports of the United States are a highly important part of her foreign trade. But to Canada, they are her life blood, the chief means of her presentday expansion and prosperity.

The organization that controls the export of fifty-five per cent of the wheat of the country that is the chief exporter of wheat, has not only a position of dominance in the marketing activities of that country but has a power great enough to be reflected in some measure in the wheat markets of the world. Upon the pool's exercise of that dominance depends in large measure the financial well-being and economic stability of the country whose chief product and main source of wealth it holds in such large part for sale.

The pool was organized during the slump in wheat prices that followed the after war boom. The \$2 wheat of the boom had dropped below \$1. Through the Canadian wheat-growing provinces there had been for years organizations whose objective was unity of action amongst farmers for economic purposes. The upset of hitherto accepted opinions and ideals which followed the close of the war, turned these organizations from economics to politics and in Alberta and Manitoba placed in power Provincial Governments whose objective was legislation and administration by farmers for farmers—in principle, as in practice, class war. In Saskatchewan a Liberal Government retained place until less than two years ago by acceding to class demand.

The farmers had achieved political power, but for the time being were at a loss as to what to do with it, having particular regard to the price of wheat. Then came Aaron Sapiro out of California preaching as gospel that the farmer should fix the price of his own chief product through a system of co-operative marketing. It was the psychological moment. The wheat pool was formed. No longer was the consumer—who must find the money with which to buy—to have anything to say as to the price. That would be fixed according to the needs and views of the organized producers. Three provincial pools were formed for administrative purposes. All three functioned as one in export marketing.

Following the formation of the pool there were successive fluctuations of wheat prices which reached their peak in July of 1929. In all cases when the price of wheat went up, the pool and its advocates claimed the credit. When the price went down any one and every one was to blame except the pool; as per wide-spread and well-thought-out propaganda. The gospel according to Sapiro, that the consumer could be compelled by pool action to pay the producers' price received wide acceptance.

The leading feature of the Sapiro doctrine was, that given a preponderating volume of wheat, a single control could "feed the market" on "merchandising" principles and so "stabilize" prices at a level satisfactory to the producers. Translated that meant belief that because the daily needs of the consumer could from time to time be accentuated by withholding supplies and prices thereby be temporarily enhanced, a permanent or stabilized condition of higher prices could be ensured by withholding supply indefinitely.

**Financial Embarrassment.**—The pool could not handle so many hundred million bushels of wheat without money. The banks supplied the money, taking security on the wheat which had been placed in the Pool's hands by the procurers, on receipt of an initial payment on the basis of 85c a bushel at lake head for the crop of 1928, \$1 for that of 1929, and 60c for the present crop, the producer to receive the balance of the sales value of the wheat at the convenience of the pool, without audit. When the marketing season for the crop of 1929 had progressed to a certain point it became evident that because of lowered prices the security held by the banks for their advances to the pool had ceased to be adequate.

Action became necessary. Either they must realize on their security, that is, sell out the wheat on the already depressed market, or be given further and satisfactory security. The pool was unable, out of its own resources, to furnish security satisfactory to the banks. The situation was relieved, for the time being by the legislatures of the three prairie provinces practically endorsing the pool's notes to the banks. By this arrangement the pool has been enabled to function as before; and the slaughter that would have occurred had private dealers been caught in the same position, was avoided.

**Failure of Price Control.**—The great objective of the pool organization as amply set forth in the Sapiro campaign and ever since by the advocates of "Unified control of wheat marketing" was the enhancement of prices to the producer without cost to his fellow taxpayer. The net result to the producer after seven years of pool operation is that the average cash price of No. 1 Northern wheat at the lake head for the crop year 1929-30 was \$1.24, which includes the big price bulge of the summer of 1929, as compared with the average of \$1.69 for the crop year 1924-25, the first of the pool's operations.

For the current crop year, since Aug. 1 the story of wheat prices has been one of tragedy. For the week ending Aug. 9 the first full week of the new crop year, the average cash price of No. 1 Northern at the lake head was 99.4c. For the week of Aug. 16 92.2c, week of Aug. 23 90.6c, week of Aug. 30 87.9c, week of Sept. 5 82.5c, week of Sept. 13 81.7c. On Sept. 22 wheat for October delivery at the lake head touched a low of 75½c, on the 23 73¼c and on the 29 68c, closing on that day at 70¼c—a level that had not been touched in 24 years. On Oct. 10 a low of 69¼c was recorded, as compared with \$1.68½ on the same date last year.

During the six full years of pool operation the total amounts received by pool members on lake head basis have been as follows:

|         | Pool Payment | Average Market Price |
|---------|--------------|----------------------|
| 1924-5  | .....\$1.66  | \$1.69               |
| 1925-6  | .....1.45    | 1.51.2               |
| 1926-7  | .....1.42    | 1.46.2               |
| 1927-8  | .....1.42½   | 1.46.3               |
| 1928-9  | .....1.18½   | 1.24                 |
| 1929-30 | .....1.00    | 1.24                 |

The continued price recession since the pool began operation is the more notable because the crop of 1929 was in volume only half that of the previous year, while its quality was the highest on record. Under ordinary market conditions—that is, had there been no pool—the heavily reduced

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## Grain Market Factors

**Seattle, Wash.**—Three hundred and thirty tons of Manchurian corn arrived at Seattle during the week ending Oct. 11, with another 300-ton shipment due in a few days.

The 1930 wheat production in 30 Northern Hemisphere countries is now reported at 2,801,925,000 bus., an increase of 5.9 per cent over the production of 2,644,643,000 bus., in the same countries in 1929.

Ottawa, Oct. 17.—The world wheat crop for 1930-1931 was estimated today by the bureau of statistics at 4,470,544,000 bus., as against 4,204,824,000 bus. last year and 4,709,304,000 bus. for 1928-1929.

Canadian exports of wheat and flour for the first two months of this crop year amounted to 52,583,399 bu., compared with 22,676,397 bu. for the same period last year and 35,331,314 for the same period two years ago.

Paris.—The French government, on Oct. 3, decided to issue a decree intended to prevent dumping of soviet products, particularly wheat, in France. The dumping ban was decided upon by the cabinet at a meeting presided over by Premier Tardieu.

The 1930 production of corn in 13 countries so far reported, which in 1929 raised more than 75 per cent of the world total exclusive of Russia, amounts to 2,476,509,000 bus., a decrease of nearly 24 per cent from the production in those countries last year. The production in 7 European countries is more than 25 per cent below that of 1929.

**Paris.**—The French wheat crop is officially estimated at 232,000,000 bus. this year, compared to the final official estimate last year of 320,000,000 bus. This is a decrease of 88,000,000 bus., but against this there was a carryover on Aug. 1, 1930, of roughly 56,000,000 bus. so that total supplies this season will not be so very much below actual requirements if economy is practiced.

The combined feed grain production of the U. S. and Canada is 10.6 per cent below that of 1929, and also the smallest for several years, altho Canada alone shows an increase of more than 47 per cent over the low production of last year. While the production of feed grains in the European countries reported in 1930 shows a decrease of more than 19 per cent from the heavy production of 1929, it is a little larger than that of 1927 or 1928.

## Corn Movement in September

Receipts and shipments of corn at the various markets during September, compared with September, 1929, in bushels, were:

|                     | Receipts  |           | Shipments |           |
|---------------------|-----------|-----------|-----------|-----------|
|                     | 1930      | 1929      | 1930      | 1929      |
| Baltimore .....     | 53,139    | 57,398    |           |           |
| Chicago .....       | 5,963,000 | 6,278,000 | 2,751,000 | 3,425,000 |
| Cincinnati .....    | 229,500   | 399,000   | 183,000   | 366,000   |
| Denver .....        | 346,500   | 220,800   | 142,500   | 33,600    |
| Duluth .....        | 246,595   | 214,267   | 208,000   | 168,000   |
| Ft. William .....   |           |           | 6,567     |           |
| Hutchinson .....    | 21,250    | 15,000    |           |           |
| Indianapolis .....  | 993,000   | 1,942,500 | 799,500   | 1,707,000 |
| Kans. City .....    | 1,627,500 | 1,633,500 | 1,104,000 | 793,500   |
| Milwaukee .....     | 1,133,680 | 913,160   | 418,625   | 533,706   |
| Minneapolis .....   | 648,510   | 624,330   | 508,230   | 416,330   |
| New Orleans .....   | 79,951    | 42,500    | 16,070    | 130,214   |
| New York .....      | 135,000   | 55,500    |           |           |
| Omaha .....         | 1,275,400 | 1,185,800 | 1,402,800 | 1,233,400 |
| Peoria .....        | 1,206,050 | 2,156,000 | 873,000   | 1,096,500 |
| Philadelphia .....  | 49,412    | 17,425    |           |           |
| Portland .....      | 70,800    | 96,250    | 313       |           |
| St. Joseph .....    | 573,000   | 684,000   | 384,000   | 465,000   |
| St. Louis .....     | 1,809,300 | 2,388,400 | 1,213,200 | 1,327,200 |
| San Francisco ..... | 38,930    | 48,070    |           |           |
| Seattle .....       | 120,000   | 534,800   |           |           |
| Sioux City .....    |           | 713,000   |           | 695,000   |
| Superior .....      | 203,088   | 244,625   | 208,000   | 168,000   |
| Toledo .....        | 86,250    | 131,250   |           |           |
| Wichita .....       | 33,800    | 46,800    | 16,900    | 27,300    |

†Exports only.

## World's Wheat Exports

The total export of wheat since Aug. 1, the commencement of the European crop year, compared with the same period in the two preceding years (Broomhall):

|                  | 1930-31     | 1929-30     | 1928-29     |
|------------------|-------------|-------------|-------------|
| American .....   | 108,654,000 | 75,657,000  | 140,816,000 |
| Argentine .....  | 10,253,000  | 59,485,000  | 20,322,000  |
| Australian ..... | 14,640,000  | 11,736,000  | 10,440,000  |
| Indian .....     | 3,680,000   | 288,000     | 288,000     |
| Russian .....    | 25,952,000  | .....       | .....       |
| Others .....     | 18,612,000  | 15,932,000  | 12,596,000  |
| Total .....      | 181,791,000 | 163,098,000 | 184,462,000 |
| Season .....     | .....       | 610,452,000 | 914,862,000 |

## World's Corn Exports

Total world exports of corn, since Nov. 1, 1929, compared with the same period in the preceding two years (Broomhall):

|                 | 1929-30     | 1928-29     | 1927-28     |
|-----------------|-------------|-------------|-------------|
| American .....  | 2,606,000   | 32,067,000  | 17,388,000  |
| Argentine ..... | 166,115,000 | 200,699,000 | 265,518,000 |
| African .....   | 26,906,000  | 21,825,000  | 17,357,000  |
| Russian .....   | 1,471,000   | 8,000       | 68,000      |
| Others .....    | 61,833,000  | 9,731,000   | 29,775,000  |
| Total .....     | 258,931,000 | 264,330,000 | 330,718,000 |
| Season .....    |             | 270,604,000 | 340,528,000 |

## World's Oats Exports

World exports of oats, since Aug. 1, 1930, compared with the same period in the two preceding years (Broomhall):

|                 | 1930-31    | 1929-30    | 1928-29    |
|-----------------|------------|------------|------------|
| American .....  | 975,000    | 2,488,000  | 7,413,000  |
| Argentina ..... | 9,253,000  | 1,810,000  | 430,000    |
| Others .....    | 4,670,000  | 5,138,000  | 2,340,000  |
| Total .....     | 14,898,000 | 9,436,000  | 10,183,000 |
| Season .....    | .....      | 66,297,000 | 62,908,000 |

## Canadian Grain in U. S.

The following table exhibits the quantities of bonded grain stored in the United States reported last week compared with the same week one and two years ago.

|              | Oct. 18,<br>1930 | Oct. 19,<br>1929 | Oct. 20,<br>1928 |
|--------------|------------------|------------------|------------------|
| Wheat .....  | 20,683,000       | 26,456,000       | 15,668,000       |
| Oats .....   | 54,000           | 280,000          | 327,000          |
| Rye .....    | 495,000          | 432,000          | 111,000          |
| Barley ..... | 736,000          | 1,998,000        | 3,131,000        |

### Visible Supply of Grain

Following is the visible supply of wheat, corn and oats in public and private warehouses at principal points of accumulation at lake and seaboard ports and in transit by water, on the dates named, as compiled by secretary of the Chicago Board of Trade.

|       | Wheat          |            |            |           |
|-------|----------------|------------|------------|-----------|
|       | 1930           | 1929       | 1928       | 1927      |
| June  | 14, 112,335.00 | 93,430.00  | 43,770.00  | 22,774.00 |
| June  | 21,109,641.00  | 92,148.00  | 41,065.00  | 21,155.00 |
| June  | 28,107,475.00  | 92,707.00  | 38,922.00  | 22,107.00 |
| July  | 5, 110,953.00  | 96,196.00  | 39,097.00  | 26,359.00 |
| July  | 12, 116,797.00 | 103,341.00 | 40,515.00  | 26,590.00 |
| July  | 19, 125,191.00 | 108,308.00 | 44,404.00  | 27,894.00 |
| July  | 26, 139,694.00 | 120,220.00 | 53,396.00  | 33,645.00 |
| Aug.  | 2, 155,194.00  | 137,387.00 | 62,316.00  | 43,547.00 |
| Aug.  | 9, 165,501.00  | 156,013.00 | 72,055.00  | 51,386.00 |
| Aug.  | 16, 174,020.00 | 169,368.00 | 79,065.00  | 55,190.00 |
| Aug.  | 23, 182,275.00 | 176,827.00 | 84,140.00  | 57,863.00 |
| Aug.  | 30, 187,505.00 | 182,400.00 | 87,914.00  | 61,044.00 |
| Sept. | 6, 191,088.00  | 184,408.00 | 91,239.00  | 64,448.00 |
| Sept. | 13, 198,673.00 | 185,554.00 | 95,882.00  | 69,669.00 |
| Sept. | 20, 202,620.00 | 188,343.00 | 103,382.00 | 75,226.00 |
| Sept. | 27, 205,732.00 | 190,606.00 | 110,047.00 | 78,383.00 |
| Oct.  | 4, 202,993.00  | 191,592.00 | 116,577.00 | 80,396.00 |
| Oct.  | 11, 203,072.00 | 192,567.00 | 123,639.00 | 85,481.00 |
| Oct.  | 18, 202,043.00 | 192,796.00 | 129,763.00 | 85,002.00 |

|       | Corn           |           |           |           |
|-------|----------------|-----------|-----------|-----------|
|       | 1930           | 1929      | 1928      | 1927      |
| June  | 14... 9,510.00 | 11,628.00 | 20,324.00 | 32,953.00 |
| June  | 21... 8,543.00 | 12,058.00 | 18,376.00 | 34,374.00 |
| June  | 28... 6,825.00 | 13,054.00 | 16,008.00 | 34,427.00 |
| July  | 5... 5,916.00  | 13,355.00 | 14,518.00 | 34,393.00 |
| July  | 12... 4,344.00 | 13,749.00 | 12,411.00 | 32,867.00 |
| July  | 19... 3,643.00 | 12,085.00 | 11,037.00 | 31,537.00 |
| July  | 26... 3,365.00 | 10,403.00 | 11,941.00 | 30,205.00 |
| Aug.  | 2... 3,656.00  | 8,751.00  | 13,267.00 | 28,162.00 |
| Aug.  | 9... 3,046.00  | 8,285.00  | 13,432.00 | 26,025.00 |
| Aug.  | 16... 2,653.00 | 7,105.00  | 12,483.00 | 24,009.00 |
| Aug.  | 23... 3,287.00 | 5,799.00  | 10,228.00 | 23,406.00 |
| Aug.  | 30... 3,940.00 | 5,417.00  | 9,516.00  | 22,312.00 |
| Sept. | 6... 4,583.00  | 5,021.00  | 8,176.00  | 22,593.00 |
| Sept. | 13... 4,690.00 | 4,381.00  | 7,862.00  | 22,694.00 |
| Sept. | 20... 4,963.00 | 4,254.00  | 7,195.00  | 23,733.00 |
| Sept. | 27... 4,684.00 | 4,197.00  | 6,791.00  | 23,687.00 |
| Oct.  | 4... 4,643.00  | 4,231.00  | 5,411.00  | 21,393.00 |
| Oct.  | 11... 4,569.00 | 3,938.00  | 3,313.00  | 19,270.00 |
| Oct.  | 18... 4,612.00 | 3,894.00  | 2,146.00  | 18,609.00 |

### Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley, in cents per bushel for December delivery at the following markets for the past two weeks, have been as follows:

|                     | Wheat     |           |            |            |            |            |            |            |            |            |            |
|---------------------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                     | Oct.<br>8 | Oct.<br>9 | Oct.<br>10 | Oct.<br>11 | Oct.<br>14 | Oct.<br>15 | Oct.<br>16 | Oct.<br>17 | Oct.<br>18 | Oct.<br>20 | Oct.<br>21 |
| Chicago .....       | 78¾       | 77½       | 79¼        | 77¾        | 78¾        | 78¾        | 76¾        | 77½        | 77½        | 79½        | 78¾        |
| Winnipeg .....      | 74¼       | 72¾       | 74¾        | 71¾        | 72         | 73½        | 71½        | 72¾        | 72½        | 73¾        | 73¾        |
| Liverpool .....     | 86½       | 86½       | 85½        | 85½        | 80½        | 81¾        | 81¾        | 81¾        | 81¾        | 83¾        | 85½        |
| Kansas City .....   | 73        | 71½       | 73½        | 71½        | 72¾        | 72¾        | 70¾        | 71½        | 71½        | 73¾        | 73¾        |
| Minneapolis .....   | 76½       | 75        | 77         | 74¾        | 75         | 74¾        | 73½        | 74¾        | 74¾        | 76¾        | 75¾        |
| Duluth, durum ..... | 72        | 70¼       | 72¾        | 70¾        | 71½        | 71½        | 69¾        | 69¾        | 70         | 71¾        | 71¾        |
| St. Louis .....     | 79½       | 77½       | 79½        | 77½        | 78¾        | 78         | 77¾        | 77¾        | 77½        | 79         | ....       |
| Milwaukee .....     | 79        | 77¼       | 79¾        | 77¼        | 78¾        | 78¾        | 76¾        | 77¾        | 77½        | 79½        | ....       |
|                     | Corn      |           |            |            |            |            |            |            |            |            |            |
| Chicago .....       | 84½       | 81½       | 82¾        | 81½        | 80½        | 78¾        | 76¼        | 77         | 77¼        | 78½        | 77½        |
| Kansas City .....   | 79½       | 76½       | 77¾        | 74½        | 76¼        | 74¾        | 72¾        | 73¼        | 72¾        | 74¾        | 73¾        |
| St. Louis .....     | 84½       | 82½       | 80¾        | 80¼        | 80½        | 80½        | 78         | 78½        | 78¼        | 80         | ....       |
| Milwaukee .....     | 84¼       | 81¾       | 82¼        | 79         | 80         | 78½        | 76¾        | 77½        | 77½        | 78¾        | ....       |
|                     | Oats      |           |            |            |            |            |            |            |            |            |            |
| Chicago .....       | 37¾       | 37        | 37½        | 36¾        | 36¾        | 37         | 36½        | 36½        | 36½        | 36½        | 36½        |
| Winnipeg .....      | 30½       | 30¼       | 31         | 30         | 31¾        | 32½        | 31½        | 32½        | 31½        | 32¼        | 33         |
| Minneapolis .....   | 33¾       | 33½       | 33½        | 32¼        | 32½        | 32¾        | 32¾        | 32½        | 32½        | 32¾        | 32¾        |
| Milwaukee .....     | 37¾       | 37        | 37¾        | 36¾        | 36¾        | 37½        | 36¾        | 36½        | 36½        | 37         | ....       |
|                     | Rye       |           |            |            |            |            |            |            |            |            |            |
| Chicago .....       | 49¼       | 48¼       | 50         | 48¼        | 49         | 48½        | 47¾        | 47¾        | 48         | 49¾        | 40         |
| Winnipeg .....      | 37¾       | 37        | 39¾        | 37½        | 39¾        | 40¾        | 38¼        | 39½        | 39¾        | 40½        | 38¾        |
| Minneapolis .....   | 47¾       | 47½       | 48¾        | 46½        | 47½        | 47         | 46¾        | 46¾        | 46½        | 47½        | 46¾        |
| Duluth .....        | 47¾       | 47        | 48¾        | 46¾        | 47½        | 47½        | 46¾        | 46¾        | 46¾        | 47½        | 47         |
|                     | Barley    |           |            |            |            |            |            |            |            |            |            |
| Minneapolis .....   | 45        | 43½       | 43½        | 41½        | 42¼        | 42¾        | 41¼        | 42         | 41¾        | 43         | 43¾        |
| Winnipeg .....      | 30¾       | 29¾       | 30¾        | 29¾        | 31½        | 31½        | 30¼        | 30¾        | 30¾        | 30¾        | 29¾        |



## Wheat Stocks and Consumption

The consumption of wheat indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

|                                    | 1930-1931   | 1929-1930   | 1928-1929   |
|------------------------------------|-------------|-------------|-------------|
| Stocks on July 1..                 | 88,911,000  | 86,055,000  | 33,765,000  |
| Receipts July 1 to Oct. 18 .....   | 266,506,000 | 266,163,000 | 293,446,000 |
| Shipments July 1 to Oct. 18 .....  | 151,214,000 | 153,515,000 | 154,682,000 |
| Stocks on Oct. 18..                | 148,017,000 | 153,421,000 | 109,511,000 |
| Consumption July 1 to Oct. 18..... | 56,186,000  | 45,282,000  | 63,018,000  |

## Corn Stocks and Consumption

The consumption of corn indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

|                                    | 1929-1930   | 1928-1929   | 1927-1928   |
|------------------------------------|-------------|-------------|-------------|
| Stocks on Nov. 1..                 | 1,599,000   | 1,052,000   | 18,088,000  |
| Receipts Nov. 1 to Oct. 18 .....   | 248,195,000 | 281,083,000 | 311,559,000 |
| Shipments Nov. 1 to Oct. 18.....   | 157,525,000 | 174,801,000 | 206,458,000 |
| Stocks on Oct. 18..                | 3,151,000   | 1,951,000   | 1,714,000   |
| Consumption Nov. 1 to Oct. 18..... | 88,118,000  | 105,383,000 | 121,475,000 |

## Oats Stocks and Consumption

The consumption of oats indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

|                                    | 1930-1931  | 1929-1930  | 1928-1929  |
|------------------------------------|------------|------------|------------|
| Stocks on Aug. 1..                 | 5,259,000  | 5,643,000  | 1,148,000  |
| Receipts Aug. 1 to Oct. 18 .....   | 49,593,000 | 65,358,000 | 52,830,000 |
| Shipments Aug. 1 to Oct. 18.....   | 23,848,000 | 36,878,000 | 28,368,000 |
| Stocks on Oct. 18..                | 27,890,000 | 23,668,000 | 11,756,000 |
| Consumption Aug. 1 to Oct. 18..... | 3,114,000  | 10,455,000 | 13,854,000 |

## Chicago Grain Stocks

Wheat stocks in all positions in Chicago decreased 1,250,000 bu. last week; corn, 61,000 bu.; rye, 139,000 bu. and barley, 27,000 bu. Oats increased 13,000 bu. Details follow, last three ciphers omitted, except in the totals:

|              | Public | Private | *Total     | Last Yr.   |
|--------------|--------|---------|------------|------------|
| Wheat .....  | 8,176  | 11,470  | 20,493,000 | 28,555,000 |
| Corn .....   | 411    | 645     | 1,056,000  | 879,000    |
| Oats .....   | 1,642  | 6,051   | 8,313,000  | 6,816,000  |
| Rye .....    | 3,428  | 1,499   | 6,161,000  | 4,093,000  |
| Barley ..... | 319    | 1,831   | 2,150,000  | 786,000    |

\*Includes 847,000 bu. wheat, 620,000 bu. oats, 1,234,000 bu. rye, and 477,000 bu. barley afloat.

## Wheat Movement in September

Receipts and shipments of wheat at the various markets during September, compared with September, 1929, in bushels, were:

|                  | Receipts   |            | Shipments   |             |
|------------------|------------|------------|-------------|-------------|
|                  | 1930       | 1929       | 1930        | 1929        |
| Baltimore ..     | 846,883    | 1,183,411  | † 591,666   | † 115,868   |
| Chicago .....    | 2,054,000  | 2,365,000  | 2,699,000   | 2,002,000   |
| Cincinnati ..    | 158,400    | 256,000    | 304,000     | 283,200     |
| Denver .....     | 618,800    | 457,600    | 22,400      | 18,700      |
| Duluth .....     | 20,009,980 | 13,521,138 | 16,723,025  | 11,193,230  |
| Ft. William ..   | 49,040,249 | 27,759,127 | 32,368,898  | 17,745,009  |
| Galveston ..     | .....      | .....      | † 3,710,233 | † 2,417,600 |
| Houston .....    | .....      | .....      | † 773,000   | † 751,817   |
| Hutchinson ..    | 1,702,350  | 2,776,950  | .....       | .....       |
| Indianapolis ..  | 224,000    | .....      | 514,000     | 228,000     |
| Kansas City ..   | 7,509,240  | 6,903,360  | 5,722,200   | 3,817,380   |
| Milwaukee .....  | 218,680    | 238,280    | 182,500     | 1,341,099   |
| Minneapolis ..   | 18,389,510 | 13,429,860 | 6,238,060   | 4,964,230   |
| New Orleans ..   | 1,022,083  | 1,205,901  | † 1,191,033 | † 652,133   |
| New York .....   | 7,292,500  | 3,212,600  | 4,768,000   | 1,645,000   |
| Omaha .....      | 4,950,400  | 8,083,200  | 4,008,200   | 3,256,400   |
| Peoria .....     | 375,000    | .....      | 162,000     | 90,000      |
| Philadelphia ..  | 91,298     | 80,811     | 818,627     | 103,580     |
| Portland .....   | 4,244,150  | 3,348,050  | 2,276,359   | 3,094,282   |
| St. Joseph ..... | 2,167,500  | 1,455,000  | 1,413,000   | 618,000     |
| St. Louis .....  | 3,771,200  | 3,787,000  | 3,211,266   | 2,995,600   |
| San Fran. ....   | 361,600    | 94,440     | .....       | .....       |
| Seattle .....    | 2,354,800  | 7,053,700  | † 980,895   | .....       |
| Sioux City ..... | .....      | 159,000    | .....       | 8,000       |
| Superior .....   | 13,614,042 | 9,471,704  | 11,100,227  | 8,480,322   |
| Toledo .....     | 1,249,130  | 617,130    | 328,810     | 150,355     |
| Wichita .....    | 1,321,500  | 2,179,800  | 976,500     | 1,255,800   |

†Exports only.

## Total Wheat Visible

The combined aggregate wheat visible supply statistics in bushels, as compiled in Bradstreet's:

| 1930—<br>week ending | U. S., East<br>of Rockies | U. S.,<br>Pacific Coast | Total U. S. |
|----------------------|---------------------------|-------------------------|-------------|
| July 26.....         | 145,361,000               | 2,928,000               | 148,289,000 |
| Aug. 2.....          | 161,666,000               | 3,950,000               | 165,616,000 |
| Aug. 9.....          | 171,784,000               | 4,536,000               | 176,320,000 |
| Aug. 16.....         | 181,004,000               | 4,979,000               | 185,983,000 |
| Aug. 23.....         | 189,911,000               | 5,822,000               | 195,733,000 |
| Aug. 30.....         | 194,800,000               | 6,741,000               | 201,541,000 |
| Sept. 6.....         | 199,909,000               | 7,188,000               | 207,097,000 |
| Sept. 13.....        | 207,617,000               | 8,133,000               | 215,750,000 |
| Sept. 20.....        | 210,763,000               | 8,180,000               | 218,943,000 |
| Sept. 27.....        | 213,804,000               | 8,407,000               | 222,211,000 |
| Oct. 4.....          | 211,077,000               | 8,031,000               | 219,108,000 |
| Oct. 11.....         | 211,158,000               | 7,341,000               | 218,499,000 |

| 1930—<br>week ending | Canada      | and Canada,<br>both Coasts | and afloat.<br>(Broomhall) |
|----------------------|-------------|----------------------------|----------------------------|
| July 26....          | 110,297,000 | 258,586,000                | 46,500,000                 |
| Aug. 2....           | 106,544,000 | 272,160,000                | 46,000,000                 |
| Aug. 9....           | 98,740,000  | 275,060,000                | 48,700,000                 |
| Aug. 16....          | 95,396,000  | 281,379,000                | 50,000,000                 |
| Aug. 23....          | 90,984,000  | 286,717,000                | 51,700,000                 |
| Aug. 30....          | 90,617,000  | 292,158,000                | 53,000,000                 |
| Sept. 6....          | 100,807,000 | 307,904,000                | 52,500,000                 |
| Sept. 13....         | 120,871,000 | 336,621,000                | 49,400,000                 |
| Sept. 20....         | 141,900,000 | 360,843,000                | 52,500,000                 |
| Sept. 27....         | 148,288,000 | 370,499,000                | 53,200,000                 |
| Oct. 4....           | 158,653,000 | 377,761,000                | 51,700,000                 |
| Oct. 11....          | 161,986,000 | 380,485,000                | 52,100,000                 |

Total American, Canadian, afloat and British visible supply:

|              | 1930—<br>week ending | Sept. 6..... | Sept. 13..... | Sept. 20..... | Sept. 27..... | Oct. 4..... | Oct. 11..... |
|--------------|----------------------|--------------|---------------|---------------|---------------|-------------|--------------|
| July 26..... | 305,086,000          | 360,404,000  | 386,021,000   | 413,343,000   | 423,699,000   | 429,461,000 | 432,585,000  |
| Aug. 2.....  | 318,160,000          | .....        | .....         | .....         | .....         | .....       | .....        |
| Aug. 9.....  | 323,760,000          | .....        | .....         | .....         | .....         | .....       | .....        |
| Aug. 16..... | 331,379,000          | .....        | .....         | .....         | .....         | .....       | .....        |
| Aug. 23..... | 338,417,000          | .....        | .....         | .....         | .....         | .....       | .....        |
| Aug. 30..... | 345,158,000          | .....        | .....         | .....         | .....         | .....       | .....        |

## Rye Movement in September

Receipts and shipments of rye at the various markets during September, compared with September, 1929, in bushels, were:

|                  | Receipts  |           | Shipments |           |
|------------------|-----------|-----------|-----------|-----------|
|                  | 1930      | 1929      | 1930      | 1929      |
| Baltimore .....  | 6,736     | 19,688    | .....     | .....     |
| Chicago .....    | 1,542,000 | 394,000   | 553,000   | 14,000    |
| Cincinnati ..    | 64,400    | 33,600    | 67,200    | 48,000    |
| Denver .....     | 3,000     | 7,500     | .....     | 3,000     |
| Duluth .....     | 1,639,636 | 1,708,001 | 1,462,107 | 1,262,082 |
| Ft. William ..   | 2,160,428 | 1,251,576 | 888,803   | 273,443   |
| Hutchinson ..    | .....     | 3,750     | .....     | .....     |
| Indianapolis ..  | 15,000    | 19,500    | 12,000    | 18,000    |
| Kans. City ..... | 171,000   | 36,000    | 90,000    | 30,000    |
| Milwaukee .....  | 60,200    | 70,250    | 59,475    | 91,980    |
| Minneapolis ..   | 2,366,600 | 956,920   | 722,420   | 740,550   |
| New Orleans ..   | 1,500     | 3,000     | .....     | .....     |
| New York .....   | 4,500     | 17,000    | 40,000    | .....     |
| Omaha .....      | 229,600   | 299,600   | 312,200   | 1,094,000 |
| Peoria .....     | 273,600   | 1,200     | 19,200    | .....     |
| Portland .....   | 15,960    | 8,700     | .....     | 20        |
| St. Joseph ..... | 7,500     | 1,500     | .....     | 1,500     |
| St. Louis .....  | 134,800   | 144,900   | 55,900    | 96,200    |
| Seattle .....    | 6,000     | 16,800    | .....     | .....     |
| Sioux City ..... | .....     | 20,000    | .....     | 2,000     |
| Superior .....   | 664,300   | 1,048,587 | 50,045    | 863,492   |
| Toledo .....     | 8,400     | 19,200    | 4,070     | 4,815     |
| Wichita .....    | .....     | .....     | .....     | 2,600     |

## Oats Movement in September

Receipts and shipments of oats at the various markets during September, compared with September, 1929, in bushels, were:

|                  | Receipts  |           | Shipments |           |
|------------------|-----------|-----------|-----------|-----------|
|                  | 1930      | 1929      | 1930      | 1929      |
| Baltimore .....  | 34,810    | 59,520    | .....     | .....     |
| Chicago .....    | 3,074,000 | 3,388,000 | 1,822,000 | 3,037,000 |
| Cincinnati ..    | 196,000   | 144,000   | 236,000   | 140,000   |
| Denver .....     | 78,000    | 86,000    | 42,000    | 32,000    |
| Duluth .....     | 2,623,676 | 849,694   | 1,274,445 | 609,771   |
| Ft. William ..   | 1,851,883 | 265,577   | 900,905   | 1,499,887 |
| Hutchinson ..    | .....     | 1,500     | .....     | .....     |
| Indianapolis ..  | 588,000   | 638,000   | 518,000   | 796,000   |
| Kans. City ..... | 380,000   | 694,000   | 232,000   | 348,000   |
| Milwaukee .....  | 1,979,820 | 1,224,270 | 222,000   | 1,937,350 |
| Minneapolis ..   | 2,968,050 | 3,121,390 | 2,082,620 | 2,128,920 |
| New Orleans ..   | 46,000    | 78,400    | 16,431    | 141,679   |
| New York .....   | 194,000   | 419,000   | 10,000    | .....     |
| Omaha .....      | 590,000   | 1,010,000 | 462,000   | 1,094,000 |
| Peoria .....     | 454,600   | 546,800   | 369,600   | 475,200   |
| Philadelphia ..  | 104,065   | 215,879   | .....     | .....     |
| Portland .....   | 275,500   | 224,200   | 50,961    | 6,267     |
| St. Joseph ..... | 386,000   | 126,000   | 76,000    | 30,000    |
| St. Louis .....  | 926,800   | 1,476,200 | 1,107,125 | 1,172,600 |
| San Francisco .. | 85,700    | 32,500    | .....     | .....     |
| Seattle .....    | 210,000   | 238,200   | .....     | .....     |
| Sioux City ..... | .....     | 643,000   | .....     | 458,000   |
| Superior .....   | 785,555   | 441,127   | 325,179   | 221,587   |
| Toledo .....     | 570,635   | 340,300   | 428,800   | 120,025   |
| Wichita .....    | 21,000    | 25,500    | 13,500    | 19,500    |

†Exports only.

## Barley Movement in September

Receipts and shipments of barley at the various markets during September, compared with September, 1929, in bushels, were:

|                  | Receipts  |           | Shipments |           |
|------------------|-----------|-----------|-----------|-----------|
|                  | 1930      | 1929      | 1930      | 1929      |
| Baltimore .....  | 2,652     | 90,171    | .....     | .....     |
| Boston .....     | .....     | .....     | .....     | .....     |
| Chicago .....    | 2,345,000 | 789,000   | 240,000   | 511,000   |
| Cincinnati ..    | 28,000    | 17,600    | .....     | 16,000    |
| Denver .....     | 105,600   | 131,200   | 9,600     | 48,000    |
| Duluth .....     | 2,680,352 | 3,044,491 | 2,301,516 | 3,358,727 |
| Fort William ..  | 6,222,599 | 6,104,376 | 3,964,070 | 578,113   |
| Galveston .....  | .....     | .....     | .....     | 55,000    |
| Hutchinson ..    | 47,500    | 53,750    | .....     | .....     |
| Indianapolis ..  | 49,500    | 6,000     | 3,000     | 6,000     |
| Kansas City ..   | 779,200   | 368,000   | 334,400   | 198,400   |
| Milwaukee .....  | 1,617,060 | 874,515   | 565,875   | 1,030,920 |
| Minneapolis ..   | 3,933,960 | 1,834,980 | 2,535,030 | 1,120,790 |
| New Orleans ..   | 1,600     | 14,000    | .....     | .....     |
| New York .....   | 3,400     | 779,000   | 32,000    | 131,000   |
| Omaha .....      | 278,400   | 286,400   | 272,000   | 292,800   |
| Peoria .....     | 442,200   | 279,400   | 99,600    | 85,400    |
| Philadelphia ..  | 4,098     | .....     | .....     | .....     |
| Portland .....   | 33,750    | 62,400    | .....     | .....     |
| St. Joseph ..... | 101,500   | 33,250    | 82,250    | 12,250    |
| St. Louis .....  | 283,200   | 194,200   | 81,600    | 56,000    |
| San Francisco .. | 1,978,496 | 2,041,375 | .....     | .....     |
| Seattle .....    | 49,600    | 245,000   | .....     | .....     |
| Sioux City ..... | .....     | 80,000    | .....     | 109,000   |
| Superior .....   | 1,017,263 | 1,516,713 | 1,092,506 | 2,101,619 |
| Toledo .....     | 2,400     | 6,000     | .....     | .....     |
| Wichita .....    | 106,600   | 46,800    | 52,000    | 36,400    |

## U. S. Grains in Canada

The Canadian Bureau of Statistics reports the following amount of U. S. grain in store on Oct. 10, 1930, and the corresponding weeks in 1929 and 1928:

|              | Oct. 10,<br>1930 | Oct. 11,<br>1929 | Oct. 12,<br>1928 |
|--------------|------------------|------------------|------------------|
| Wheat .....  | 4,827,386        | 8,632,774        | 5,432,204        |
| Oats .....   | 2,339,404        | 4,757,930        | 1,836,276        |
| Barley ..... | 578,291          | 1,055,904        | 3,039,470        |
| Rye .....    | 3,143,726        | 2,986,356        | 552,294          |
| Corn .....   | 862,122          | 1,029,821        | 738,961          |
| Total .....  | 11,750,929       | 18,462,785       | 11,599,205       |

## Contract Grain Stocks in Chicago

Contract stocks of wheat in public elevators in Chicago decreased 216,00



## The Canadian Wheat Pool

(Continued from page 525)

Canadian crop of 1929 which materially lessened the world's supply would have undoubtedly been reflected in an improved price.

The pool still functions as an export sales organization. What power it ever had to raise prices it still has. The Canadian crop of 1930 is 70 million bushels larger than that of last year but it is still below the average of the past five years. That is, we have had two successive short crops. Since the opening of the present crop year on Aug. 1 the price has touched a point less than half the average price of August, 1929.

If there is or ever was merit in the assertion of the pool leaders and advocates that by the exercise of unified control they could stabilize prices at a satisfactory level by judiciously feeding the market, this is the time and the occasion to prove it. The fact that following two successive short Canadian crops with all the banks, three of the provinces, and nearly all of the newspapers backing the pool, the price of wheat has sunk to the lowest level since 1906, long before the Great War, and also long before the wheat pool was ever heard of, demonstrates without argument that the claims made for the pool organization and policy were void and utterly without warrant.

**Holding Fails to Advance Prices.**—Under present world conditions of production and transportation it must be accepted that the producer of no single country can permanently enhance world prices by holding its crop surplus off the market. In this regard wheat is in the same position as sugar, rubber and coffee, whose producers have from time to time accepted the fallacy as gospel and suffered like results with the Canadian wheat pool.

The mistake of the pool was that it did not distinguish between "merchandizing" and "price control." "Merchandizing" is selling, buying or withholding to get advantage from the rise and fall of market values which occur from outside causes. "Price control" is selling, buying or withholding, with the objective of thereby causing the market to rise and fall. "Merchandizing" is legitimate business. Attempted "price control" is gambling against very long odds. Having actual control of more than half of Canada's export wheat, clearly the pool was in position to enhance prices against the day to day needs of the world consumer by holding back supply. But also clearly, if yearly recurring crops are not sold out within the one crop year, the balance is on hand and for sale during the succeeding crop year. A short crop standing by itself under normal conditions means an enhanced price in favor of the producer and against the consumer; but a surplus from a preceding year added to a short crop in the current year, by increasing the available supply of the year necessarily tells in favor of the consumer and against the producer. This obvious fact seems, so far, to have escaped the attention of the Canadian pool.

**Increasing Carry-Overs.**—Before the pool began to function the policy of the grain trade of Canada, in accordance with that of the banks who financed it, was to approximately clear out the product of one crop year before entering upon the marketing of the next. The pool's uniform policy has been to temporarily enhance prices by withholding supply. Under that policy the yearly Canadian "carry-over" was increased from 25 million bushels at the end of the crop year 1924-25 (the first of the pool's operation); to 34 millions in 1925-6; 47 millions in 1926-7; 77 millions in 1927-8; 104 millions in 1928-9; and 117 millions in 1929-30. A carry-over of 111 millions of bushels added to the short 1930 crop of 360 millions brings the volume for the year well over the five-year average, and adversely affects world prices to a corresponding degree.

The crop of 1928 was the largest on record—540 million bushels. Owing to adverse harvesting conditions a larger proportion than usual was of lower grades. The movement of this crop to market in the fall of 1928 was retarded by the refusal of the grain trade (including the pool) to accept the export market price. An unnecessarily large part of the crop was, therefore, held out of consumption and lay in storage in Canadian and United States lake or ocean ports during the winter.

The policy of blockade of overseas shipment which had been entered upon in the fall of 1928 was continued and accentuated throughout the navigation season of 1929. With the opening of navigation, notwithstanding the holding back of supplies, prices fell day by day. But in June reports of crop failures in Canada, the northwestern States and in other

countries created practically a market panic and prices soared during July to a peak of approximately \$1.75 for Canadian No. 1 Northern for September delivery. The average cash price for July was \$1.59. Instead of taking advantage of the price boom to relieve the situation naturally following upon the excess crop of 1928, the pool seemed to believe that their policy of withholding supply had been the chief cause of the panic prices, and that a continuance of that policy might be expected to result in \$2 wheat. The grain blockade was continued and enforced, but instead of the price rising, as expected, it has been falling more or less continuously ever since.

Had the pool been merchandising instead of attempting price control in July of 1929, they would have taken advantage of the high prices to reduce the excessive carry-over from the previous crop. The leaders excused their failure to sell more largely when prices were at the peak by saying that had they done so, the price must have fallen and they would have been blamed. No doubt larger sales would have resulted in measurably reduced prices; but there is no ground for belief that freer selling at that time would have brought about reductions to the present figures. In any case, had the carry-over from the 1928 crop been cleared for consumption the half crop of 1929 of the highest quality would have been taken by consumers at its fair value instead of at the prices actually paid. The same would hold good for the present crop which subjected to a larger carry-over, is depressed so far below even the prices of 1929.

**Depressing Effect of Carry-Over.**—That the Canadian carry-over of more than one hundred million bushels from the past to the present crop year is responsible in large measure for presently depressed world prices, is amply proven by the fact that the low point of the latter part of September admittedly was reached because of the threat of an unknown quantity of inferior Russian wheat coming on the market. The total amount of this influx was never estimated at more than fifty million bushels. If the mere threat of an additional supply of less than fifty million bushels of inferior wheat could have so serious an effect in further depressing already low prices, it must be accepted that the Canadian carry-over of an actual one hundred million bushels of high grade wheat has had a similar but much greater effect in producing the present result.

The records of the Canadian Bureau of Statistics seem to indicate a lack of logical sequence between volume of shipment and range of prices of the Canadian wheat crop during recent months. In May, 1929, when prices were at their lowest for that year, we shipped 27 million bushels (using only million figures) in June, when they were little better, 25 millions. In July when prices were at their best, we shipped only 17 millions. In August when they were nearly as high, 10 millions; and in September when they were still high only 7½ millions. In July of this year when prices had slipped to near the dollar mark, we shipped almost 20 million, or nearly 3 million bushels more when prices were at their peak in the previous July. In August last we shipped overseas 17½ million bushels, as compared with 10 millions in August, 1929. In the past September when prices were at their lowest in a quarter century we increased our shipments to 27½ million bushels as compared with 7½ millions in the previous September when prices were still in the neighborhood of \$1.50 for October delivery.

**Control** which withholds from market when prices are high and sells most freely when they are low, does not seem to accord with the generally accepted principles of "merchandizing" and indicates that lacking the accompaniment of infallible judgment and accurate foresight, unified control of the marketing of a great natural resource is simply a case of the blind leading the blind.

Market prices of wheat are affected by varying and world wide conditions of both production and consumption. Some of these conditions are subject to human control but many of them are not. Therefore, an accurate forecast of prices is less possible in the case of wheat than in that of any other commodity. The Canadian Wheat Pool enjoyed absolute control with complete liberty of action. Success or failure was a matter of its accurate judgment in forecasting the market. Had the pool sold out its surplus in July and August of 1929, it would have scored a great success. But it made an inaccurate forecast, and its members, with the country at large, are suffering the consequences.

**Had there been no pool,** competitive marketing by members of the grain trade and the application of the established credit policy of the banks, would have cleared the surplus from the bumper 1928 crop; including the carry-over from the previous year. Lower

prices for that surplus would no doubt have resulted, but with the surplus disposed of for consumption, the short crops and higher quality of 1929 and 1930 would have held the top of the market, and Canada would have retained the preferred position that she had hitherto held. The uphill fight that is now before us to re-establish our position, if that can ever be done, would not have to be made.

**The pool's objective of unified control** of the marketing of the major part of the crop of the leading wheat exporting country was completely achieved, as a quality product Canada's hard wheat (she exports no other) was universally in demand at highest prices. Even wheat exporting countries bought Canada wheat to mix with their own. Production expanded from year to year and the national prosperity was correspondingly increased. The Canadian wheat producer figuratively speaking, was "sitting on top of the world." That was the condition until the wheat blockade of 1929 was enforced by the pool in accordance with the gospel under which it was founded.

**Holding back of wheat** from a low market has always been accepted as legitimate "merchandizing." But a blockade of crop transportation when prices had become abnormal as in July, 1929, was "something else again" and a surprised and hungry world of consumers began to sit up and take notice. Instead of being looked upon as a never-failing and constantly growing source of world supply, Canada assumed the aspect of the hold-up man to her export customers.

**Monopoly Arouses Resentment.**—Naturally resentment was aroused and counter-measures taken. In July of 1929 when prices were at their peak, wheat on the Winnipeg Exchange for delivery at the Lake Head was worth from 5 to 15c a bushel more than the like quality in Chicago. To-day wheat is worth 5 to 7c more in Chicago than Winnipeg. We have antagonized our customers and left the market open to our competitors, with the results that could only be expected, but at which we express startled surprise and make bitter complaint, spreading blame broadcast.

The pool policy of raising prices by withholding supply through the power of unified control has been tried out under the most favorable circumstances possible and to a hard finish. The result is collapse of prices to the point of agricultural disaster, with far-reaching injury to the whole economic structure of the country.

## Grain Movement

Wallace, Neb.—The Wallace Equity Exchange loaded out 100 cars of wheat from July 12 to July 28.—Y.

Topeka, Kan., Oct. 10.—It is estimated that about 42% of the 1930 wheat crop was still on farms in Kansas on Oct. 1. Last year about 38% was so held; in 1928 about 45% and in 1927 about 38% of the year's production. These per cents are to be applied to a variable production according to the year and mean about 65,000,000 bus. in producers' hands in Kansas this year, about 44,000,000 so held last year; about 80,000,000 in 1928; and about 42,000,000 bus. in 1927.—Kansas State Board of Ag., in co-operation with the U. S. Dept. of Ag.

Topeka, Kan., Oct. 15.—Thirty-one of the four tier of western counties show 20% of the 1930 crop in farmers' hands and 8% will be used for feeding purposes. According to government estimate, these 31 counties produced 55,988,000 bus. of wheat. Our correspondents show that 20% still remains on farms of which 7% will be used for feeding purposes, and they also report that what wheat remains back on farms will not be marketed until spring unless there is a material advance over present values. The central tier of counties, 31 in number, according to government estimate produced 76,678,000 bus., and our correspondents estimate 31% still on farms and 11% of that remaining will be fed. Correspondents in the 21 S. E. counties in the state, producing, according to government estimate, 5,194,000 bus. of wheat, report that all of the wheat remaining on farms will be fed to livestock and an additional 5,000,000 bus. of wheat will be required to supply the demand for feeding if the premium on corn over wheat continues. Kansas wheat is being shipped to S. W. Iowa, western and S. W. Missouri, and from reports we have received, we believe that the demand will continue to increase for this cereal as feeding of livestock has hardly commenced.—E. J. Smiley, sec'y, Kansas Grain Dealers Ass'n.



# Agricultural Marketing Act Destructive to Our Government

Address by F. Dumont Smith, Hutchinson, Kan., chairman Citizenship Com'te of the American Bar Ass'n before the Grain and Feed Dealers National Ass'n at Chicago, Oct. 14.

I assume that I owe the honor and pleasure of being here today to the fact that I was the first to start an open, public fight on the constitutionality of the Agricultural Marketing Act, commonly known as the Farm Relief Act. I think I prefer the latter designation, it is more apt because it bids fair to relieve the farmer of what little he has left.

This utterly unconstitutional and revolutionary enactment went thru Congress without a single objection on that ground. It passed by the newspapers; and public opinion was entirely quiescent, until as chairman of the Com'te on American Citizenship of the American Bar Ass'n I offered a report condemning it. The Executive Com'te of the Ass'n deleted that portion of the report as a matter of policy and not because any member of that com'te disagreed with the report. I know that. Not only that but, if the report had come before the full membership of the Ass'n it would have been overwhelmingly adopted.

One curious thing happened, a member of the Farm Board told a friend of mine that they knew the report would not be adopted because they had "counted noses." Since there were over 2,000 members registered at the meeting I am wondering how many emissaries they had there to count noses. They must have had as many as there were Chicago bootleggers.

Another curious thing happened. The Farm Board looked up my record in Hutchinson, not for anything dishonorable but because they thought I must in some way be connected with the grain trade and have some pecuniary interest in attacking this Act. They found I had none, and for the benefit of the Farm Board I will say now that no grain man was consulted in the preparation of that report, or ever knew anything about it until it was released for publication on July 15. Apparently the Farm Board could not understand why a lawyer who had taken a solemn oath to support the constitution of the United States should attack this vicious measure without some hope of pecuniary reward.

There is fortunately no precedent in our past history for any such act. To determine its constitutionality we must go to the origin and fundamentals of our constitution.

**The Constitution.**—The tenth amendment to the Constitution now reads:

"The powers not delegated to the United States by the constitution, nor prohibited by it to the states, are reserved to the states respectively, or to the people."

If it were a sovereign right like police power, control of schools, the franchise and so on it was reserved to the states, but every right that the people of these United States had as individuals when the constitution was adopted was not only not granted to the federal government, but was expressly reserved to them.

There is, however, another clause of the constitution to which reference should be made. The eighteenth clause of section eight provides:

"That congress shall have power to make all laws which shall be necessary and proper for carrying into execution the foregoing powers."

Under this section we have what are called the implied powers of the federal government. These implied powers were thus defined by Chief Justice Marshall in *McCullough versus Maryland*:

"If the end be legitimate, let it be within the scope of the constitution and of means which are appropriate, which are clearly adapted to that end, which are not prohibited or inconsistent with the spirit of the constitution are constitutional."

The spirit of the constitution is the spirit of the Declaration of Independence, namely, individualism, liberty to engage in any lawful kind of business without interference from the federal government and above all equality before the law, equality of opportunity, equality of protection, equality of privilege.

For 140 years not only the constitution but its spirit has inspired all federal legislation—the spirit of individualism, the protection of competition, the prevention of monopolies, the suppression of any privilege of one class above another. That was the

spirit and purpose of the constitution and our laws for 140 years until June 15, 1929, when the Agricultural Marketing Act was passed.

**The Agricultural Marketing Act.**—The title of the act is:

"An act to establish a federal farm board to promote the effective merchandising of agricultural commodities in interstate and foreign commerce."

This is a gross and palpable misstatement of the purposes of the act. There is not a line, a word, or a syllable in the act that confines or restricts the operations of the Farm Board, or any of its agents or subsidiaries to interstate or foreign commerce. Every transaction provided for in the act may be carried out within a single state. The board, the stabilizing corporation, the co-operative associations, and their clearing house ass'ns may buy a carload of grain and sell it in the same state, the same county, or the same town.

The same kind of a fraud was attempted by Congress in the Child Labor Act which pretended to be an act to regulate interstate commerce. The supreme court of the United States promptly punctured the fraud. It held that the act was not a regulation of interstate commerce and was, therefore, invalid. The statement is an attempted fraud upon the public and upon the supreme court of the United States.

Let us here consider the nature of interstate commerce and the power of federal regulation. Generally interstate commerce begins when and only when a commodity is delivered to a carrier to be shipped beyond the limits of the state. There are intermediate functions such as milling in transit, cleaning, blending, grading of grain, and the control of interstate stock yards, which form parts of the machinery of interstate commerce, and which are subject to federal regulation.

These are the exceptions but the rule is as I have stated. In the regulation of interstate commerce the Interstate Commerce Commission is given very great powers. It is unnecessary here to enumerate as you are familiar with them, but Congress is not given any power under that clause to stabilize, fix, or control the price of commodities so shipped. It has no more power to engage in the merchandising of commodities to be shipped interstate than it has to control the price of a load of grain sold by one farmer to another and moved one mile from the place of its production.

**Government Board has No Power to Fix Prices.**—The regulation extends simply to the movement of interstate commerce, nothing more, and to attempt to give a governmental board the power to regulate, control, fix and stabilize prices of any commodity because it moves beyond the limits of a single state, is absolutely extra-constitutional. No court has ever upheld or ever will uphold such a power under the interstate commerce provision of the constitution.

The important point to consider in this connection is that where a granted power is sufficient for the purposes intended there is no room for the application of any implied power. It is only where the granted power is insufficient as in the case of the Chicago Railway strike that the implied power may be invoked or used.

Will any court on earth say that in the particular matter of regulating interstate commerce, so far as the moving of the commodity is concerned, that the granted power is insufficient? Will any court say that, following Marshall's definition, it is necessary for the government itself to buy and ship the commodity? How would that promote interstate commerce? Of course, the proposition is absurd.

To return to Marshall's definition of an implied power. It must be necessary, the means must be appropriate to the end desired and it must not be inconsistent with the spirit of the constitution.

This act is absolutely unnecessary. The means proposed of the government going into the merchandising business are not appropriate to the regulation of interstate commerce and it is not merely inconsistent with the spirit of our constitution, but absolutely destructive of it.

But it may be suggested that this power is justified under that clause of the consti-

tution which permits Congress to "promote the general welfare." The word "general" as used there does not mean that the welfare must be for any one class in the United States. A familiar example of the operation of this power is in the Mississippi Flood relief appropriation three years ago. That vast flood devastated millions of acres in six states, rendered thousands of people homeless, destroyed the purchasing and consuming power of hundreds of thousands. It was a catastrophe too vast for private relief, or even state relief, and the government stepped in.

It was justified because the relief of these destitute people, the reclamation of their lands, the restoration of their producing and consuming power would, by filtration, help the whole Mississippi Valley, and there was a further reason. The Mississippi is a great inland waterway, not only for interstate, but for foreign commerce, and it was the duty of the federal government to bridle the river and bring it back within its bounds.

**Legalized Larceny.**—But no court has ever held or ever will hold that it conduces to the general welfare for the government to engage in private merchandising business in competition with its own citizens, long established in that business; to tear down one class to build up another, to flch from the pockets of ninety per cent of the people to put the money into the pockets of the other ten per cent. This is not "general welfare." It is legalized larceny on a colossal scale.

The title further says that the purpose of the Act is: "TO PLACE AGRICULTURE ON A BASIS OF ECONOMIC EQUALITY WITH OTHER INDUSTRIES."

Upon what authority is it the duty of the federal government, or upon what authority has it the power to dry nurse any industry, cuddle it, and place it upon a parity with all other industries? But pursuing the purpose of the act if it is the duty of the federal government to place agricultural industries on an economic equality with all other industries, then it is equally the duty of the government, under the theory of constitutional equality to place each branch of agriculture on a parity with every other branch.

The corn grower must be placed on a parity with the wheat grower, the orange grower with the grape grower, the cotton grower with all of these. So it would be the duty of the Farm Board to examine carefully the average earnings of each branch of agriculture, to see that none earns a lower return than the other. The dairy man who sells his whole milk in the city must be placed on a parity with the dairy man who sells his butterfat to the creamery and the creamery industry must be put on a parity with all of these others.

If agriculture is to be placed "on an economic equality with other industries" what industries? With soft coal which is not now paying a dividend, or with that industry dominated by the Harvester trust, the manufacture and sale of agricultural implements? With steel or the woolen industry which is now languishing, or on an average with all of them?

**Discrimination between Industries.**—Again, if it is the business of the government to place one industry, agriculture, on a parity with others then it is equally the business of the government to place other industries on a parity with each other, coal with automobiles, woolen manufacture with aluminum and so on.

But what about the laboring man? The insistence of the farm leaders in passing this act was that the farmer was entitled to a fair return upon his investment and a fair wage for his labor and superintendence. If the farmer is entitled to a fair wage for his labor and continuous employment why not the other class who work with their hands?

There are today four million laboring men out of employment. If they are to be put upon an equality under the constitution they must have employment at a fair wage. In other words, we come to the English dote.

When the government has taken charge of all these industries, and placed them on a parity, this will happen. The farmer will have to pay his share of the dole to the coal man, the coal man to the oil man, and so on. And this great Republic, that once contained the most independent, high spirited, liberty loving, self-respecting and self-supporting people in the world, will reach the happy condition of that community where all the inhabitants made a living by doing each others' washing.

Let us examine the powers of the board. They are to organize "Stabilizing Corporations" in each line of agricultural production when requested by the advisory committee of that branch; and as many and where they please. There is no requirement that these corporations shall have any paid up capital stock. On the contrary the board is directed to loan these corporations suffi-



cient money for "working capital." This, of course, negates the idea of any contribution of capital by the members.

It is to organize "co-operative ass'ns" in each branch of agriculture and to loan up to eighty per cent of the cost of the physical equipment necessary to the operation of the business, such as elevators, mills, canning factories, creameries, and so on. The Ass'n only furnishes twenty per cent of the cost. This twenty per cent, of course, would be less by depreciation at the end of one year. The loan to the members of the associations is a larger percentage of the market price than any sound, conservative bank would lend, and mark this, at the lowest rate of interest that the government pays on any of its obligations issued since April, 1917, when we went into the great war, plus one-eighth of one per cent, and in any event not to exceed four per cent!

**Premiums on Price Insurance.**—To loan the co-operatives the premiums on "price insurance." What that means I do not know. That is the craziest thing in this crazy bill.

To form Clearing House Associations (that is grain exchanges) for the Producers' Co-operatives, furnishing the capital for these. The "stabilization corporations" are authorized not only to handle products of the co-operatives but to buy and sell these products in the open market, from and to any dealers, regardless of their connection with the co-operatives.

The co-operatives are given 20 years in which to repay the cost of their physical facilities. These various branches are empowered, at government expense, to "prepare, purchase, handle, store, process and merchandise any agricultural commodity," to prepare it for consumption regardless of from whom purchased.

All of these subsidiaries are absolutely under the control of the Farm Board in every particular, not only as to their books, accounts and records, but as to their general management. The Farm Board is the Sovereign, and absolute despot of the whole vast system, and finally it winds up by enacting that no member of any of these associations shall ever be assessed for any loss incurred in the operation of these vast and complicated business enterprises.

On Oct. 28, 1929, when the December wheat option stood at around \$1.34 Mr. Legge announced that he was going to "peg" the price there and that, thereafter, loans would be made at \$1.18 a bushel.

Wheat continued to slump until at the present time it is around eighty cents. The board has lost about forty cents a bushel on every loan, or approximately one-third of the amount invested. Evidently something happened to the "peg." In fact, as a matter of efficiency, Mr. Legge's "peg" was not much better than a peg leg. It might be impertinent but what a delicious nickname to hang on that distinguished gentleman "Peg Legge."

In the summer of 1930 Mr. Legge was caught "bootlegging" his own wheat. He had sold four million bushels for export at a cut price. I say caught because it was done secretly. When the matter came out Mr. Legge stuttered for twenty-four hours and then announced that he was compelled to sell it for lack of storage, but would immediately buy four millions to replace it.

**Legge Discovers Law of Supply and Demand.**—Then Mr. Legge made a remarkable discovery. He discovered that there was a law of supply and demand, inexorable, immutable as the procession of the equinoxes. Naturally, having been raised in the school of monopoly, the Harvester trust, making its own law of supply to fit the demand, it astonished him and he went out to tell the farmers about it.

He went in royal state, in a private car, with stenographers, reporters and experts. I hardly think it was necessary to appropriate five hundred millions to tell farmers about the law of supply and demand. They knew it by bitter experience. They have known it ever since the first wheat farmers in Mesopotamia took their wheat to the ancient city and found that the market was already supplied. They have known it since Joseph interpreted to Pharaoh his dream of the seven fat and seven lean kine. Mr. Legge went out to tell them that they must reduce their production to domestic requirements, that unless they did the Farm Board could and would do nothing for them.

I wonder if Mr. Legge fully appreciated what that meant? It was a complete and abject confession that the whole scheme and purpose of the Farm Relief Act had utterly failed. The purpose of it, however, veiled and concealed by camouflage and smoke screen, was to raise the price of agricultural products. There was no other excuse for it. Mr. Legge admits that the Farm Board cannot do it, that the farmers must do it themselves by reducing their production to the

needs of the home market. Since then the members of the Farm Board have been sitting in a kind of daze, watching agricultural products slump in price, at \$1,000 a month each and expenses.

The other day two members of the board gave out interviews on the same day. One of them was a bear interview, saying there was no hope for the wheat farmers. The interview with the other member was a bull interview, saying wheat was bound to go up.

I should say, with all due respect to the Farm Board, that mentally they are in about the condition of a dog I once saw in an express office. He was a very handsome setter, and I asked the agent where the canine was going. The agent looked at me with a disgusted expression and said: "I don't know, and he don't know. The damn fool has let up his tag."

**A Confessed Failure.**—Since it is apparent not only by the complete failure of the stabilizing or price-fixing operations of the board, but also by the open confession of Mr. Legge, that the whole purpose and object of this act has completely failed, with enormous loss to the taxpayers, why is the board kept alive? Why do they persist in their futile and wasteful operations?

To understand that we must study Mr. Alexander Legge a bit. Mr. Legge has spent his business life in the employ of the International Harvester Co., generally known by its descriptive name of "Harvester Trust," that colossal aggregation of capital whose sickles are heard in every grainfield of the world, from the plains of Siberia clear around the globe to the valleys of California, that vast monopoly that exacts its toll from every loaf of bread consumed by half the civilized world.

Mr. Legge has a Napoleonic ambition, and something of the Napoleonic mind. He was raised in the school of monopoly and is utterly opposed to the American spirit of individualism, of free, fair and open competition. His conception of business is a vast monopoly, controlled by a very few men, operated by hirelings who wear the company's collar and brand. In effect, while he may be a high class citizen in other respects, in this regard, he is absolutely un-American.

His plan is before us now and that is to monopolize, in the hands of the Farm Board, the entire distribution, merchandising, and processing of food products, thru its various subsidiaries, all dominated and absolutely controlled by the Farm Board.

The Farm Board, among its other powers, is directed to purchase surpluses, a mandate which it is now illegally disobeying. These surpluses are to be held until such time as the Farm Board, in its judgment, chooses to sell them, and whenever, in its judgment, prices have become so high as to be oppressive to the consumer. In other words, complete and perfect this plan, and Mr. Legge holds in his hands the whole distribution of the food supply of this great nation, and the price that the consumer shall pay. No such power was ever before conferred upon any man, or any set of men, in any civilized government in the world.

I have no criticism of co-operative ass'ns if they are freely formed on the initiative of the producers, and financed with their own capital, but I am opposed to the producer being coerced and bribed into co-operatives by money taken from the other taxpayers.

Mr. Legge has a horde of agents out traveling the country, some 36,000 I have been told. Probably that is an exaggeration. They say to the producer, go into the co-operative ass'ns. The government will furnish eighty per cent of the cost of your mills, canning factories, creameries, or what not, and give you 20 years to pay for it at four per cent. It will loan you up to ninety per cent of the market price of your product at four per cent. If it succeeds you get all the dividends and the government gets nothing. If it fails you incur no loss whatever. Uncle Sam stands that.

If you do not go into the co-operatives the fact that you are a producer, that you are earning a living on your own land, by the sweat of your own brow, does not matter. You will get no dole, find no help, no support, no sympathy from the government.

Naturally under these circumstances the co-operatives will increase rapidly in number. Think of the privileges held out to them, that are denied to every producer who is not a member of a co-operative! This class distinction alone, in my judgment, would render this act utterly unconstitutional. It is not a natural classification. It is arbitrary and discriminative.

Today we stand upon the very pinnacle of this world's power and prosperity, envied by all nations. And now it is proposed to substitute for that individualism that has accomplished these results an iron clad oligarchy of Washington bureaucrats, to

substitute for this free representative Republic of ours a soviet, communistic commonwealth. It is a solemn hour. Here the path divides, one follows the old ideals with all their past glory and fruition, the other leads to the destruction of the constitution, the ruin, and the extinction of those ideals.

I have no desire to inject into this discussion a personal note, but since I have spent many years in the study of the constitution, and much of my time for ten years in teaching it to the people of the United States, I am bound to believe that if the Supreme Court of the United States, that great tribunal from whose decree there is no appeal except to the bar of God, shall hold valid this subversive and revolutionary measure called the Agricultural Marketing Act, then the constitution of the United States will have ceased to exist.

## Regular Dealers Doing the Grinding

When plans for drouth relief began to take form, the Farmers' Nat'l Grain Corp'n considered the advisability of grinding some of the surplus wheat, oats, and barley to be shipped into the drouth stricken areas. As a result of this consideration, letters were sent to C. B. Warkentin, pres., Millers' Nat'l Federation and to D. W. McMillen, pres., the American Feed Mfrs. Ass'n, asking for a plan under which the two organizations might cooperate with the corporation.

The feedstuffs committee of the Federation, after considering the various phases of the problem, believed that in most areas and under most conditions the commercial agencies already in existence would be able to take care of the situation, but nevertheless if it was felt necessary to supplement these agencies the milling industry should cooperate with the federal organization in every way practicable.

A joint group was called together and the following proposal was drawn up and submitted to the Grain Corporation:

The Grain Corporation to furnish the grain.

The Grain Corporation to handle all details and payment of freight and transit both in and out.

The Grain Corporation to pay \$3 a ton service charge for unloading grinding, mixing, sacking, and loading plus actual or agreed shrinkage—payments to be made semi-monthly.

The Grain Corporation to furnish all sacks, preferably new branded sacks.

The Grain Corporation to furnish inspectors if same are desired.

Miller to furnish free storage for grain for 15 days period. After such free time to receive 1/20c per day per bushel until such grain is loaded out.

A type sample of the mixture to be agreed upon with each miller individually and such miller's responsibility to cease when any shipment is accepted by the inspector at time of loading. There must be an agreed satisfactory schedule of operations between each individual miller and the Grain Corporation to make it possible for the miller to work on this low service charge.

This proposal was agreed to practically as submitted, the principal change being in the supplying of sacks, which are to be furnished by the grinders, and the latter are already doing some grinding for the corporation.

It is to be hoped the Board will sell all this feed on credit and never collect for any of it.

## The Scalper's Prayer

Now I lay me down to sleep,  
Long one corn and short one wheat;  
If I should wake before I die,  
Sell out the corn and buy one rye.

—E. H.



# Grain and Feed Dealers National Ass'n Resists Destructive Government Policies

The 34th annual meeting of the Grain and Feed Dealers National Ass'n, held at Chicago, Ill., Oct. 13, 14 and 15, proceeded harmoniously from start to finish, with an interesting program and a good attendance.

The business of each session was finished within the allotted time. Each speaker on the platform and auditors were aided by an amplifier, used at this convention for the first time to carry the voice to every listener.

A more militant attitude toward the Farm Board manifested itself, and the purpose to resist the substitution of collectivism for the sturdy individualism that has made America great culminated in the choice for the office of president of a Nebraskan who has courageously exposed the futility of attempting to control prices by an unconstitutional Agricultural Marketing Act.

PRES. BERT DOW, Davenport, Ia., called the first session to order at 10:15 a. m. Monday.

Rev. John Timothy Stone, pastor of the Fourth Presbyterian Church, delivered the invocation while the audience stood.

JOHN A. BUNNELL, pres. of the Chicago Board of Trade, welcomed the dealers.

On behalf of the officers of the Chicago Board of Trade, I esteem it an honor and a privilege to extend a most cordial welcome to the members of the Grain and Feed Dealers National Ass'n and their guests. We hope that your sojourn in our city may be enjoyable, and that your deliberations may result to your enduring benefit.

Nine years have elapsed since you last met in our city, marking a period of changing conditions in agriculture. The farm problem has been a constant subject of political agitation, and nationwide discussion. So far, however, as the marketing phase of the problem is concerned, one important fact stands out clearly and can not be controverted: By reason of the remarkably economic and efficient system built up by the grain dealers in conjunction with the organized exchanges of the country, during more than half a century, the American farmer's grain is handled more expeditiously and at a lower cost than exists in any other staple commodity. (Applause).

Surely, so far as marketing grain is concerned, we have the right to expect that citizens generally will not much longer tolerate unintelligent political agitation or uneconomic experiments which have proven so costly and damaging, not only to the grain trade and the exchanges, but to business in general and especially to the farming population. (Applause).

We want you to feel not only during this convention, but whenever any of your members happen to visit our city, that you will have a warm welcome at the Chicago Board of Trade. You will find our doors always wide open to you.

BEN E. CLEMENT, Waco, Tex., on behalf of the visitors responded with a stirring address from which we take the following:

The members of the Grain and Feed Dealers National Ass'n are indeed fortunate and happy in the enjoyment of the splendid hospitality evidenced by the spontaneity of our host, the munificence of the Chicago Board of Trade and the skill of its committees, inspired by a fervid desire for the extraordinary pleasure and enjoyment of your guests.

The entertainment and pleasures you so graciously offer evoke our warmest gratitude and thanks, while the spirit of hospitality, of which the ephemeral things of life are but the evidence, goes deeper, touching responsive chords in our hearts and implanting enduring memories of this occasion to be cherished as long as we live.

We realize that we are visiting in one of the greatest cities of the world. But as fascinating as is this thought we are going to forget it for a few moments and remember while Chicago has rivals as a city the Chicago Board of Trade is without a peer on earth.

We pay the tribute of our unbounded respect and admiration for the imagination that conceived, the wisdom that planned and the courage that wrought the mighty "Monarch of La Salle Street." It typifies your members and your market. I said your market. I should have said the world's market for it is not dedicated, nor is it limited, to the narrow interests of a few. It is of immeasurable value and unlimited service to mankind throughout the world.

The glittering goddess that tips the top of that mighty structure bids the agricultural world to pour its products into the currents that flow through its portals. There they find an alchemy that transmutes them into monetary values, always fluctuating according to the inexorable law of supply and demand. The cash, the hedge, and, if you please, the speculative trade furnish the necessary volume to supply an uninterrupted market for the products of the soil—one broad enough to encompass the needs of mankind. Each of these units is necessary, and each is as legitimate as necessary, for the proper and successful functioning of the market.

The Chicago Board of Trade is not of mushroom growth. It is the result of an evolutionary process thru which it has grown and expanded to meet the needs of a universal grain commerce. It is the very essence of competitive individualism. It is not merely a business. It is an institution. Those who by the partiality of its members, occupy its offices, and those who claim its memberships naturally feel, and have, a proprietary interest, but, in its broader aspects, it belongs to the nation and to the world. The world's patronage built it. The world's needs demand it. Its service vindicates its right to existence. Chaos would follow its destruction. Yet there are those who, either in their madness or ignorance, or both would destroy it. They would go further. They would destroy the competitive system of grain commerce.

The remainder of Mr. Clement's masterly peroration appears elsewhere under the caption "Futility of Government Farm Relief."

HON. FRANK OLIVER, Ottawa, Ont., formerly minister of the interior under the Laurier government of Canada, and a man of wide experience with the regulation of the grain trade in Western Canada, delivered an address on the "Canadian Wheat Pool" in which he made clear the distinction between price control as attempted by the Pool and legitimate merchandising as practiced by traders. His address appears elsewhere.

PRES. BERT DOW then read his annual address, as follows:

## Pres. Dow's Annual Address

In addition to the usual grain dealers of the various branches of the trade, and affiliated side lines, we now have a number of new members representing the feed trade that we welcome to our Ass'n.

**For a Definite Stand on Government in Business.**—A year ago the Agricultural Marketing Act was passed, but at our last convention the Federal Farm Board had not started to function, and we had very little idea of just how it would operate. I think we now all agree that this past year has been one of anxiety for all branches of the trade, and a strenuous one in many respects. I want to congratulate our members in the way in which they have carried on in meeting the changing situation from day to day. With our membership composed of producers, distributors, manufacturers, consumers and all the other various branches of the trade, it has not been advisable to take any definite position. I hope this convention discusses this matter from all sides, and if it is advisable to take a definite position, to so instruct the new officers and directors.

**Membership.**—While our good Sec'y will give you a detailed report on our membership, I want to urge that you make it a point this year to do everything you can to get at least one new member. Our membership is about the same as a year ago. However, our Booster Com'ite has had to do a lot of hard work this past year, and if every

member would bring in a new member this year it would take a big load off your Sec'y. There is every reason why the entire trade should work as a single unit at this time in order to be of greater service to the agricultural interests which we serve.

**Increase in Dues.**—At the Peoria convention a year ago, a motion was passed increasing our annual dues to \$25, provided that the motion was ratified this year. This matter will, therefore, be presented later and I hope you are ready to ratify last year's motion. To carry on properly our work we must increase our income, and an increase of \$5 per member, I feel, is a very small amount, considering the good work our Association is doing and the urgent need of Association work in the future.

I very much appreciate the co-operation of the Chairmen and members of the com'tes for their loyal work for the Ass'n this past year, and especially want to thank our good Secretary, Mr. Quinn, for his untiring work.

CHAS. QUINN, Toledo, O., sec'y read a few excerpts from his annual report, which follows:

## Secretary Quinn's Annual Report

**Legislation.**—Speaking generally, there was no great stir in legislation since the last annual meeting of the Ass'n, aside, of course, from the Agricultural Marketing Act.

**Vote on Future Trading.**—The Chamber of Commerce of the United States of America has sent a referendum to all its members seeking an expression of opinion on the subject of commodity exchange trading. This is most important to the grain trade of the country and it is a pleasure to record that the Chamber's committee which prepared the referendum gives futures trading its endorsement. This would seem to insure a favorable vote on the part of the Chamber's membership and it will place that organization squarely on record as opposed not only to the Agricultural Marketing Act, but to any attempts of the radicals in Congress to destroy futures trading in the commodity exchanges of the country.

**Arbitration.**—The following table shows the work of the Arbitration Com'tes for the last convention year:

|   |    |
|---|----|
| Number of cases at the beginning of the convention year ..... | 13 |
|---|----|



Hugh A. Butler, Omaha, Neb., President Elect



|  |    |
|--|----|
| Number of cases filed for arbitration during the year..... | 15 |
| Total .....  | 28 |
| Number of arbitration decisions during the year .....      | 9  |
| Cases withdrawn .....                                      | 2  |
| Cases settled direct .....                                 | 2  |
| Dismissed .....  | 3  |
| Expelled .....   | 2  |
| Cases pending .....  | 10 |
| Total .....  | 28 |

The number of arbitration cases pending at the end of the present convention year is but ten, the smallest number of unsettled disputes that have been pending at any one time in years. At the Peoria convention one year ago the number of pending cases was reported as 13. In 1928 there were 15; in 1927 the number was 29; in 1926 there were 21 cases pending; the number in 1925 was 21; in 1924 there were 30 cases; in 1923 the number was 44; in 1922 there were 48 cases pending; in 1921 the number was 51, and in 1920, the banner year, the number was 73.

The story of the world war is revealed in these figures. The deflation that followed the war in 1921 caused chaos in the grain trade. The rapid fall of prices ruined many dealers and created many arbitration disputes. In 1922 the number of cases filed for arbitration with the National secretary was 110, while in the convention year just closing the number was but 15. From 1922, the peak year, until 1930, the number of arbitration cases has yearly declined.

With seven arbitration committees, six of them for grain disputes and the seventh for feed controversies, the Ass'n seems to be overmanned with arbitrators. These committees are not now called upon to do much work. It has been suggested that some of them be abolished as they were created following the 1921 deflation when the arbitration disputes were most numerous and at their maximum. "Normalcy" has returned to the grain trade, they aver, and so many committees are not now needed.

It is the experience of your sec'y in handling cases that disputes which have been decided by local or sectional arbitrators give more satisfaction than if the decisions had been made by men living in other parts of the country. These sectional committees better understand local customs, local freight rates and transit arrangements and local idiosyncrasies and they quite naturally give better satisfaction to litigants in their own districts. For this reason your sec'y believes that the present arrangement should be continued, even though the Association seems to have more arbitration committees than are needed. It does not appear to your secretary that the number of committees could be reduced without destroying to a great extent the regional plan of arbitration.

**Expulsions.**—Your sec'y regrets to inform the convention that the Ass'n found it necessary during the present year to expel two members for refusing to arbitrate trade differences. These two concerns are the Deal Brothers Milling Co., of Cumberland, Md., and the Smith Coal & Grain Co., of Slaton, Texas. The first named company would not sign an arbitration contract in a dispute with the J. E. Wells Co., of Sidney, O., and the Smith Coal & Grain Company declined to sign a contract in a controversy with the C. M. Carter Grain Co., of Fort Worth, Tex.

More and more do the dealers realize the worth of their membership in the Ass'n and the value of keeping their business record clean and free from the odium that goes with expulsion for refusing to live up to an obligation voluntarily assumed.

**Grain Products.**—The absorption of the United States Feed Distributors Ass'n has been of great value to both the feed and the grain dealers. It has brought about a closer community of interests and has strengthened the Ass'n. Feed dealers have learned that the Agricultural Marketing Act is as great a menace to them as to grain dealers and they welcome the opportunity to add their strength to the movement to protect both interests.

"Grain Products" would suggest that the activities of the committee were confined to products derived from grain, such as bran, shorts, corn chops, etc. The function of the committee extends far beyond that, of course. It is in reality a feed committee and this means that its authority extends over all the products that enter into feed formulas. The offal or grain products do, to be sure, form the base of nearly all feed, but modern chemistry has for some years been introducing many other products that are in no way derived from grain, but are supposed to contain certain vitamins, proteins, etc. The name of the Grain Products

Com'ttee should, therefore, your secretary thinks, be changed to the Feed Com'ttee.

**Joined National Chamber.**—Since the last annual meeting the Grain and Feed Dealers National Ass'n has taken out a membership in the Chamber of Commerce of the United States, entitling us to nine regular delegates and a national councillor, or ten delegates in all. This gives us ten votes.

The application for membership in the Chamber of Commerce of the United States of America was made at the direction of the Executive Com'ttee of the Ass'n. It was felt that the time had come to seek membership in the greater organization because of the constant encroachment on business by the federal government. This encroachment culminated in the passage of the Farm Relief Bill, or Agricultural Marketing Act. The action of the Chamber in calling for the repeal of those sections of the bill which discriminate against private business warrants the support of the Chamber by the Ass'n.

#### MEMBERSHIP

The Direct, Affiliated and Associate membership of the Ass'n is as follows:

|   |       |
|---|-------|
| Number of Direct and Associate members reported at the last convention .....                | 1,201 |
| Direct and Associate members secured since the last convention .....                        | 181   |
| Total .....   | 1,382 |
| Direct and Associate members in good standing on October 11, 1930 .....                     | 1,083 |
| Number of delinquents.....  | 65    |
| Direct and Associate members lost during the year from the following causes:                |       |
| Resignations .....  | 140   |
| Gone out of business.....   | 62    |
| Expelled .....  | 2     |
| Dropped for non-payment of dues .....   | 29    |
| Dropped from membership list for violation of Section Five of the Grain Standards Act ..... | 1     |
| Net decrease in direct and associate members during the year, 53.                           | 1,382 |

#### Affiliated Members

|  |       |
|--|-------|
| Affiliated members reported at the last convention .....                                       | 2,148 |
| Affiliated members on October 11, 1930 .....   | 1,891 |
| Decrease .....   | 257   |
| <b>Direct, Associate and Affiliated</b>  |       |
| Total number of Direct, Associate and Affiliated members reported at the last convention ..... | 3,349 |
| Total number of Direct, Associate and Affiliated members on October 11, 1930 .....             | 3,039 |
| Decrease .....   | 310   |

The number of new members secured during the year, as will be seen in the foregoing table, is 181. This is a slight increase over last year when the number taken in was 174.

**Loss of Members.**—Last year the Ass'n lost 187 members. This year the number was 234. The number of members who went out of business last year was 42. This year 62 members retired. It will be seen that the increase in the total number of members lost during the year was partly due to this fact. Of course, there is no way to prevent this which is caused by business conditions.

When all the circumstances are reviewed it is plain that the bootsters have done remarkable work since the last convention. Without these disinterested, unselfish workers the Ass'n would cease to exist. No praise can be too fulsome in describing their efforts to keep up the membership. For eighteen years, nearly a generation, they have labored, without thought of reward, and with the sole purpose of keeping alive interest in the National Ass'n. Each year the Ass'n gives a few prizes to the more successful bootsters. These prizes are not, however, awarded because of their intrinsic value but merely as a slight token of appreciation for valuable services performed.

Four prizes will be given this year to the four standing highest in the Roll of Honor list. These four are:

- J. P. Parks, Kansas City, Mo.
- J. M. Adam, St. Louis, Mo.
- O. H. Ullring, Minneapolis, Minn.
- C. B. Helm, Cleveland, Ohio.

Mr. Parks secured 20 new members, while Mr. Adam induced 12 to join. Mr. Ullring and Mr. Helm each landed 8.

The largest number of members landed by any one booster was secured by Leo

Potishman, of Fort Worth, Texas. He brought 28 into the fold. He led the field and is, of course, entitled to the first prize, but he foregoes this honor and unselfishly gives the prize to the next highest booster, Mr. Parks.

Mr. Potishman is one of the most valuable members the Ass'n has ever had. Year after year he has secured many new members. He has won several booster prizes in the past, so that there would be no novelty in his winning another. In 1928 he induced 36 non-members to join and this year he brought 28 into the ranks. This makes a total of 64 that he has captured in two years. What other member can show such a record?

His refusal to accept a prize this year is due to the fact that he wants the honors to be "passed around" as much as possible so as to hearten others in the booster work. His great labors this year in landing 28 new members was inspired solely by love of the Ass'n, divorced from any consideration of prize winning.

President Dow secured 7 new members. F. S. Wertz & Son, of Reading, Pa., landed 5; T. E. Hamman, Arcola, Ill., got 4, and W. H. Harter, of Minneapolis, also secured 4. Seven boosters each induced 3 to join and nine of them got two new members each.

To give an idea of how effective the booster campaign was it may be pointed out that 61 boosters each secured one or more new members. This shows more than words the activity of all the boosters in the last campaign.

#### FINANCIAL STATEMENT

Following is the financial statement of the Ass'n covering the period from Oct. 14, 1929, to Oct. 12, 1930, inclusive:

|  |             |
|--|-------------|
| Cash on hand last report .....                             | \$6,775.15  |
| United States Liberty Bond .....                           | 5,065.63    |
|  | \$11,840.78 |
| <b>Receipts</b>  |             |
| Direct and Branch dues .....                               | \$17,718.00 |
| Direct and Branch memberships .....                        | 3,479.50    |
| Associate dues.....  | 672.50      |
| Associate memberships .....                                | 39.00       |
| Regular subscriptions to Who Is Who.....                   | 585.00      |
| Affiliated subscriptions Who Is Who in Grain and Feed..... | 792.50      |
| Who Is Who advertising .....                               | 14,712.79   |
| Sundries .....   | 129.97      |
| Arbitration deposit fees .....                             | 455.00      |
| Affiliated dues.....                                       | 792.50      |
| Investments .....  | 212.50      |
| Total receipts.....  | \$39,589.26 |
| Grand total.....   | \$51,430.04 |

|                                      |             |
|--------------------------------------|-------------|
| <b>Expenditures</b>                  |             |
| Salaries .....                       | \$13,817.42 |
| Office supplies.....                 | 930.68      |
| Express and telegrams .....          | 257.23      |
| General printing.....                | 1,025.53    |
| Who Is Who in Grain and Feed.....    | 15,028.39   |
| Office rent .....                    | 1,968.12    |
| Telephone rent and tolls .....       | 143.15      |
| Refund Arbitration deposit fees..... | 605.00      |
| Legislative expense....              | 2,083.99    |
| Officers' traveling expense .....    | 566.76      |
| Secretary's traveling expense .....  | 957.73      |
| Postage .....                        | 1,525.00    |
| Sundries .....                       | 154.74      |
| Convention expense....               | 2,033.56    |
| Arbitration expense....              | 422.53      |
| Returned application fee .....       | 20.00       |
| Transportation expense .....         | 699.71      |
| Total expenditures..                 | \$42,239.54 |
| In Bank:                             |             |
| Commercial account .....             | \$3,803.51  |
| Petty cash account.....              | 327.00      |
|                                      | \$4,130.51  |
| Less outstanding check .....         | 5.64        |
|                                      | \$4,124.87  |
| Investments:                         |             |
| United States Liberty Bond.....      | \$5,065.63  |
|                                      | \$5,065.63  |
|                                      | \$51,430.04 |

**PRES. DOW:** At the Peoria convention one year ago it was voted to increase the dues to \$25 a year, but this action was subject to ratification by this convention.

A. G. HESSBURG, Minneapolis, moving,



and J. H. CALDWELL, St. Louis, seconding, that the dues be so raised, the motion was carried.

The booster prizes were now presented to J. P. Parks, J. M. Adam, O. H. Ulling and C. B. Helm.

**PRES. DOW:** I wish to state that I am following the footsteps of our good friend, Mr. MacDonald, in retiring at this time. I name the following committees:

**NOMINATING COM'ITE:** C. D. Sturtevant, Omaha; J. M. Adam, St. Louis; O. F. Bast, Minneapolis; C. A. Davis, Cedar Rapids; John S. Green, Louisville; Fred Watkins, Cleveland; E. C. Dreyer, St. Louis.

**RESOLUTIONS COM'ITE:** Fred G. Horner, Chicago; Ben E. Clement, Waco; Frank G. Coe, Chicago; A. H. Hankerson, San Francisco; T. B. King, Central City; Roland Jeanneret, Kansas City; J. H. Caldwell, St. Louis; W. W. Manning, Fort Worth; H. I. Baldwin, Decatur.

**AUDITING COM'ITE:** W. J. Edwards, St. Louis; R. W. Hale, Nashville; E. H. Sexauer, Brookings.

**A. G. HESSBURG:** A number of banks are failing in the Northwest, collecting banks, making it dangerous for us to do business with some of the interior points, particularly where our assets are comingled with those of the banks. I think it is a matter of grave concern to the grain trade, and we should have some action that will protect the shipper.

I believe if this Ass'n would do so, they could get someone to underwrite this.

If a motion is in order, I move that this matter be left to the officers of this Ass'n for investigation and if possible to submit to its membership the names of some underwriter who will assume that risk. The matter of failure of the receiving bank, or the collecting bank; to protect shippers against failure of the receiving banks in comingling the shippers' assets with those of the receiving bank.

**CHARLES S. CLARK, Chicago:** If they will use the facilities of the American Railway Express Co. in making drafts for collection they will safeguard their money, and bring the banks to the support of the Strong bill.

**MR. HESSBURG:** While I concur in the views of the gentleman, our express collections are rather an annoyance, and also, incidentally, expensive. I believe if we could get someone to underwrite a bond for the grain trade, it would be less expensive to the shipper, and incidentally, an adequate protection for the shipper.

**P. E. GOODRICH, Winchester, Ind.:** I don't want to talk against this motion, it has not been seconded, but it occurs to me that there are a number of insurance companies who will insure these collections now. I think that the Maryland Casualty Company does it. I am pretty sure you can get it done if you want to pay for it; at a moderate price, too.

**MR. HESSBURG:** To my knowledge there is no insurance company at the present time that is underwriting this. If some member has knowledge of some, I know the Minneapolis people would like to know about it.

**PRESIDENT DOW:** Mr. S. A. Coykendall of New York is here in the interest of bonding drafts.

**MR. HESSBURG:** Some New York house has written us, but there are so many provisos and conditions under which they will write such a bond it gives no adequate protection to the shippers.

**MR. CLEMENT:** I will second that motion.

**MR. BALDWIN:** I am very much concerned about the collection of the drafts of our company, and would like to have an opportunity to insure same against loss, but I do not believe that our organization should assume responsibility for same. I would be glad to have them give the information to the members as to where they might themselves make arrangements for this insurance.

**MR. HESSBURG:** My thought is that the officers recommend to us thru their investigations the name or names of such companies as will underwrite our drafts.

**SECY QUINN:** I might say that Mr. Coykendall appeared before the Board of Directors, and covered this quite fully, but his plan followed the idea of having the Secretary of the National Ass'n, or someone selected by the Ass'n, to act as a sort of fiscal agent, and that looked to the members of the Board as though it was involving the Ass'n quite closely in some actuarial work that might not prove successful, and might do harm to the Ass'n. I think the idea of the directors was that while they wanted Mr. Coykendall or the company he represents in New York to deal individually with the members rather than with the Ass'n as a body, we had no objection to his making any kind of an arrangement with the individual members that was satisfactory to both parties.

Mr. Hessburg's motion was carried.

Adjourned to Tuesday.

## Monday Night Supper Dance a Big Success

Another one of the pleasant innovations along the entertainment line was the well-arranged supper dance held Monday evening. Along about nine the crowds started pouring into the Grand Ballroom of the Hotel Sherman in most exuberant spirits. A mellow-lighted and picturesque setting greeted their eyes, as each party claimed some well-located table.

Dancing to the rhythmic strains of the hotel orchestra, interspersed with feature numbers, brought unrestrained revelry to the gathering. For the stags, let it be said that the "tag" dances were a wonderful success, as Joe Schmitz thoughtfully brought a lot of "debs" along for the boys to frolic with.

The Hotel Sherman's famous entertaining waiter, with his bag of tricks, brought unceasing upheavals of laughter. "Miss Personality," the "Wandering Minstrels," and other radio stars kept things moving along rapidly. This entertaining waiter was worth coming from San Francisco to see—even Director Hankerson says so. Seems to be a motion on foot to make him a charter member of the organization, just so he will always be present.

The 1930 production of barley in the 27 countries so far reported, which last year raised more than 75 per cent of the world total exclusive of Russia and China, totals 1,251,953,000 bushels, a decrease of 4 per cent from the production of those countries last year. The estimate of the barley crop in Poland has been increased by about 2,300,000 bushels over the earlier estimate, but it is still nearly 17 per cent below the record crop of 1929. The barley crop in Denmark is reported to be turning out below expectations, being about 10 per cent below that of last year. The Bulgarian estimate has been increased to more than twice as much as the 1929 harvest.

Left to Right: O. F. Bast, Minneapolis, Minn.; Ben Clement, Waco, Tex.; A. G. Koch, Breese, Ill.; J. H. Caldwell, St. Louis, Mo.; W. W. Manning, Second Vice-Pres., Ft. Worth, Tex.; Bert Dow, Davenport, Ia.; George Booth, First Vice-Pres., Chicago; Hugh A. Butler, President-Elect, Omaha, Neb.; W. J. Edwards, St. Louis, Mo.; Charles Quinn, Sec'y, Toledo, O.; A. H. Hankerson, San Francisco, Calif.; Frank A. Theis, Kansas City, Mo.; D. B. Kevill, Sikeston, Mo.; Fred E. Watkins, Cleveland, O.; C. D. Sturtevant, Omaha, Neb., and E. A. Boyd, Spokane, Wash.



Officers and Some of the Directors Grain and Feed Dealers Nat'l Ass'n at Chicago



## Tuesday Morning Session

**PRES. DOW:** We open our program this morning with an address on "The Agricultural Marketing Act, a Dangerous Assault upon the Form, Ideals and Purpose of Our Government," by Mr. F. Dumont Smith, Hutchinson, Kan., Chairman of the Citizenship Com'ite of the American Bar Ass'n.

**MR. SMITH'S** address is published elsewhere in this number.

**JOHN E. CURTISS**, Lincoln, Neb., former chairman of the Nebraska State Railway Commission, read a paper on the "Decision of the Interstate Commerce Commission in the Western Grain Rate Case," which appears elsewhere.

**HENRY L. GOEMANN**, Mansfield, O., chairman of the Transportation Com'ite, presented the following report:

### Transportation Com'ite Report

I have listened with great interest to Mr. Curtiss' discussion of the Western Grain Rate Case. I think if you all listened to it very carefully you will realize why your Transportation Com'ite has not covered this subject in its report.

We are a national organization, and we, therefore, can not take sides with separate parts of our country on the subject of rate adjustments. We, therefore, could not go into a rate situation that affects one section of the country only and that is the reason why you will not find us making a report on this subject.

Since my report was made up last week, I have taken exception to some of the practices that exist at the present time under the emergency drouth relief measure, of some of the field men of the car service division of the American Railway Ass'n, and I would like to say, by the way, I am the chairman of the Richland County, Ohio, Drouth Com'ite, so I was in close touch with this situation.

I believe that some of the statements that the field men made were not in line with the instructions and I insisted finally with the division manager of the Detroit Office of the Great Lakes Regional Advisory Board, that he and Mr. Knutsen, of the Department at Washington, who was the contact man on the Agricultural Division, to talk this over with them. I could not arrange to see them as early in the week as agreed upon, and it was only last Friday that Mr. Knutsen was able to come to Mansfield, having been in the Southeast. I made mention in my report of some correspondence with Mr. Gormley, and upon which I based my conclusions and advice which will be in this report which I will read to you later. I asked him to put before his superior officer, Mr. M. J. Gormley, my report and to telegraph me here yesterday morning, his reply, and I got a 150-word message from him yesterday morning which left me in as much of a quandary as I was in before, and did not definitely answer what I wanted settled.

Yesterday afternoon I called at the western offices of this Middle West Advisory Board, but unfortunately found Mr. Beck out of the city. I took it up with the two gentlemen who handle details in this district, and they agreed to telephone Mr. Gormley this morning. They did so and I have a reply in writing. In consequence of this misunderstanding and difference of opinion, and not having Mr. Gormley's correspondence with me to report it in full, and not to be charged with being unfair as this telegram indicates, I shall delete from the report any mention of Mr. Gormley's correspondence.

**Violations of Permit System.**—I don't care to go into the detail and in this written report of the telephone communication this morning. It does not really change my opinion of the violation that I think a great many men who are using the permit system to bring in grain and feed and hay are guilty of. They are liable to be caught when the checkup comes, and I will say to my knowledge I know that every one of these regional advisory boards' field men are making a very thorough check of the needs of every county that is in the drouth area, and the man who thinks he is going to escape, may miss his guess.

I don't know to what extent the railroads will overlook these things. When you make a request upon the carrier for an emergency rate and promise to do certain things and

don't do it, you have made a statement that puts you under a rebate situation, and you are subject to fine, or imprisonment.

I am only calling attention to the dangers of the emergency situation, as I see it, and I will further say that my com'ite has unanimously endorsed my report.

The report of the Transportation Com'ite will be somewhat brief this year, owing to several subjects being before carriers com'ites, and not having been finally settled. Progress is being made and I hope to get the subjects disposed of shortly.

The chairman has been quite busy answering letters of our members relating to the various transportation subjects arising during the regular course of business.

**Side Track Agreements.**—The Transportation Com'ite has been very much interested in the subject of liability of shippers using side tracks, which the National Industrial Traffic League has been handling for a number of years. After a close study of the insurance plan submitted and being satisfied that the particular policy which was passed on by the League's chief counsel would stand the test, we endorsed same and published in "Who Is Who in Grain and Feed" in the issue of July 20, 1930, an article covering the subject.

Effective August 1, 1930, owing to change in the Interstate Commerce Act, the uniform domestic B/L has been amended to provide a time limit of nine (instead of six) months for the filing of claims for loss, damage, injury or delay.

This does not change the time of three years for filing claims for straight overcharge in freight rates.

In compliance with the resolution passed at our last annual meeting, held at Peoria, requesting that the Transportation Com'ite work in harmony with the Federal Farm Board on transportation matters, I beg to report that "The Grain Stabilization Corporation, thru its traffic representative, J. J. Schimmel, has supported us in a case before the General Com'ite of the Central Freight Ass'n and will no doubt go along with us in the future when the subjects are of mutual benefit.

**Railroad Emergency Relief for Drouth Stricken Areas.**—First, the railroads must publish the counties in the various states to which the emergency rates apply, then a reduction of one-third of the current local rates applies from and to Western Trunk Line points and one-half of the current local rate from and to points in Central Freight and Southern Territory. Then the dealer must get a permit from his county agent who will issue same on the railroads certifying the dealer is entitled to the reduced rate after such dealer has sworn to a statement which reads as follows:

United States Department of Agriculture  
Office of County Agent  
Court House, Mansfield, O.

#### Dealers' Agreement

I, ..... hereby swear (affirm) that all hay and feed on which I have requested or will request an official certificate for special reduced freight rates will be sold directly to the farmer-consumer in the certified drouth area, that the purchasing farmers will receive the full benefit of the reduced rate in the purchase price, and that I shall be willing to furnish proof of same upon request.

Further, none of this feed will be sold to others than needy farmer-consumers in the certified drouth counties.

Name .....  
Firm .....  
Address .....  
Date .....

Sworn to before me and subscribed to in my presence this ..... day of ..... 1930.

Notary Public

My commission expires .....

The U. S. Department of Agriculture, thru whom the requests are made upon the carriers, says the emergency rates apply to needy farmers only and describes the needy farmer in Item No. 20 in supplement No. 11 to its Regulations concerning drouth relief as follows:

"A 'needy farmer' is a farmer-consumer dependent in the main upon his farm for his livelihood, whose income has been materially reduced and whose selling ability to pay has been lessened thereby on account of the drouth. Farmers whose ability to pay is not reduced by the drouth, such as race-horse owners, farm hotels for horses, State and County institutions, colleges or universities, mining companies and manufacturers or

other industries, do not come within the term 'needy farmer.' Where any difficulty is experienced in the issuance of applications it is suggested that the case be referred to the County or State Drouth Com'ites.

"In issuing certificates to feed dealers, in accordance with Item 1 and 7 of the Regulations Concerning Railroad Emergency Relief for Drouth Stricken Areas, issued Sept. 3, and also instructions, Item 1 of pages 6 and 7 of same regulations, it is suggested that where a county agent has reason to believe either that the savings are not being passed on to the needy farmer-consumer, or that the dealers entitled to emergency reduced rate certificates on behalf of needy farmer-consumers are charging exorbitant prices or speculating, the county agent shall not grant reduced railroad rate certificates to them."

The question has arisen whether the dealer can bring in a carload of feed or grain and sell it out to farmers who might not be classed as needy altho living in the described drouth area, such as, large dairy farmers or so-called gentlemen farmers having large acreage. I have answered that and other inquiries that the dealer should keep a record of each sale with price and to whom sold and in my judgment he cannot sell any part of a car handled under emergency reduced rate to a non-needy farmer at either a higher price or on the basis of emergency cost. Answering the question if the market advanced sharply could the dealer advance his price on any part of that car, I answered that I did not think he could, but had to sell the entire car on the basis of purchase price.

Any one of these questions brings up the point of possible violation of the Interstate Commerce Act owing to securing a reduced rate under a false statement under oath and be subject to a fine.

And on this subject I would like to say that the railroads say, "We are making this emergency rate to help the needy farmer, but all the regulations are under the Department of Agriculture and they have the right to decline given permits they don't think are proper.

**Elimination of 60,000 Capacity Cars.**—Referring to my report of last year as to elimination of the sixty thousand capacity box cars, I wrote M. J. Gormley, of the Car Service Division of the American Railway Ass'n, regarding ownership of box cars by capacities for this year and he replied enclosing copy of statement compiled from the May, 1930, Quarterly Equipment Register, published by the Railway Equipment Register covering ownership of box cars of class 1 railroads by capacities.

His report shows 160,494 box cars of 60,000 capacity and under; 146 cars of 65,000 capacity; 7,808 cars of 70,000 capacity; 76 cars of 75,000 capacity; 591,380 cars of 80,000 capacity; 6,194 cars of 85,000 capacity; 4 cars of 90,000 capacity; 248,139 of 100,000 capacity; 36,102 cars of 110,000 capacity; 5 cars of 140,000 capacity, making a total of 1,050,348 cars. Last year the carriers had about 278,000 box cars while this year the figures show 164,494 cars and which includes 13 cars of 30,000 capacity; 116 cars of 40,000 capacity; 5,099 cars of 50,000 capacity, which shows a reduction of 117,506 cars of capacity of cars of sixty thousand pounds or less.

In view of the carriers having now on hand 5,228 cars of 50,000 capacity it will not be many years before the minimum on grain will no doubt be placed at 80,000 capacity.

Taking the statement I first read where I gave you the detailed cars of all capacities, I doubt very much whether we will be able to maintain any minimum as low as sixty thousand capacity when these cars are being so rapidly reduced but what we will soon be faced with is the question of eighty thousand pound capacity minimum.

**JAMES L. KING**, West Chester, Pa., read the following report for the com'ite on legislation:

### Legislative Com'ite Report

During the last year 116 bills were introduced in Congress relating to agriculture and most of these were of interest to members of the Ass'n because of their intimate connection with the handling of farm products. Of this large number 27 were senate bills, 60 were house bills, 10 were house joint resolutions and 19 senate joint resolutions.

Few of these bills were passed and those that ran the gauntlet and became laws were not of a nature to cause alarm to the trade. For the most part they were measures aimed at the alleviation of certain phases of farm distress, and all such measures, when sound in character, are heartily endorsed by the Ass'n.



Of course, the one bill that has caused consternation in the grain and feed trades is the Agricultural Marketing Act, but this measure was passed at the special session of the seventy-first Congress and was in effect at our last annual meeting.

**Agricultural Marketing Act.**—The members of the comite on Legislation are in accord with most of the strictures and criticisms that have been leveled at the bill. We believe that it was inspired by political motives alone, and that it is unsound, ill-advised, illy-digested and of no value to the farmers to whom it was intended to bring relief. Further, we believe that it is a dangerous experiment for a republican government to take, especially in these times when the whole democratic system seems to be giving ground in Europe to dictatorships and socialistic commonwealths.

We feel that the failure of democracy in Europe should have no repercussions in the United States, which has been a self-governing nation for more than 150 years. Conditions here and in Europe are entirely different. Where democracy has failed in Europe it has been due, not to inherent defects in democracy itself, but to local conditions. Civilizations that have existed under monarchical and in some cases absolute forms for hundreds of years cannot be expected to make an immediate success of democracy, which is the most difficult of all forms of government to administer successfully. An enlightened, independent citizenship is necessary if the democratic form of government is to succeed.

This brief digression on government in general is made for the purpose of pointing out the unwisdom and political danger inherent in such acts as the Agricultural Marketing Bill, which is the most socialistic measure ever passed by Congress. One would think upon reading it that it was intended for European and not American conditions. It has no place in the American theory of government. If private initiative is to be preserved, and if the door of opportunity is to be kept open to all men to pursue legitimate callings without interference from their own government, the Agricultural Marketing Act should be repealed. Its only excuse for existence is to raise the prices the farmer gets for his products, and it is now plain to all men that the Act, instead of increasing these prices, is lowering them and bringing chaos to farmer and grain dealer alike.

**Strong Bill.**—Of the many bills introduced in the House during the second session of the seventy-first Congress one was of especial interest to the Ass'n and your comite. This was H. R. 5634, introduced by Representative Strong, of Kansas, "to provide that transferrors for collection of negotiable instruments shall be preferred creditors of national banks in certain cases."

The purpose of this bill is to protect shippers who send drafts to distant banks for collection, so that their claims shall be preferred ones should such drafts be found by receivers in insolvent banks.

Many grain dealers have had their drafts caught in insolvent national banks, receivers taking charge of the affairs of the defunct institutions before the banks could remit the proceeds of the drafts to the rightful owners. We contend that banks handling such paper act merely as collection agencies, and that shippers in such cases should not be placed on the same level with ordinary bank depositors.

The Grain and Feed Dealers National Ass'n has been endeavoring to secure action on the Strong Bill for several years, but the House Comite on Banking and Currency refused to give a hearing to the proponents of the measure until May 16, last. On that day the friends of the bill appeared in Washington and told the members of the comite the troubles the business men had with failed national banks when receivers of these institutions took the proceeds of drafts sent for collection and comingled them with the regular funds of the bank.

The millers of the country, and a number of shipping organizations sent representatives to the hearing before the House Comite. The chairman of your comite on Legislation was present and filed a brief in which I objected to the position taken by the Comptroller of the Currency who urged that the bill be not reported out by the House Comite on Banking and Currency. The Comptroller, representing the government, took the position that the Strong Bill "would create a preference from the mere fact of collection of the proceeds, regardless of whether or not such proceeds were afterwards traceable to the hands of the receiver." The Comptroller says that "this is clearly unjust to the general creditors. The assets of the general creditors should not be taken for the purpose of preferring a

creditor whose property is not included within such general assets."

It was asserted by the Comptroller that out of the proceeds available for distribution in the amount of \$20,215,143 to pay the creditors of 103 receiverships of insolvent national banks liquidated during the fiscal year ending October 31, 1929, \$12,561,313 went to preferred and secured creditors and \$12,653,830 to unsecured creditors.

This argument that already one-half of the money disbursed to creditors of insolvent national banks went to secured creditors doubtless had considerable effect on the members of the House Banking and Currency Comite because, by a vote of 7 to 6, they refused to report out the Strong Bill.

Your Comite on Legislation felt greatly disappointed over the result of the hearing. A great deal of time and labor was put on the Strong Bill which has been pigeon-holed by the House Comite. However, we have not given up hope but feel that the inherent justice of our cause will finally triumph. We are as strong in our faith in the equity of the bill as ever notwithstanding the position taken by the Comptroller of the Currency.

In the meantime members of the Ass'n may secure insurance against loss from their drafts sent to distant banks for collection. Several insurance actuaries are at present at work and in a short time a number of companies will be prepared to insure such drafts at a small premium.

**Objectionable Bills.**—Several of the 116 bills and resolutions introduced in the present Congress are to amend the Federal Farm Loan Act. Some of the others are: To "suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in interstate and foreign commerce;" to "authorize the Secretary of Agriculture to acquire and disseminate information relative to protein in wheat;" to transfer the administration of the affairs of federal intermediate credit banks to the Federal Farm Board; to amend the Agricultural Marketing Act so as to provide for the making of loans for reforestation, naval stores and peaches; "to aid farmers in making regional readjustments in agricultural production to assist in preventing undesirable surpluses;" to "authorize the Secretary of Agriculture to experiment in the sale of food and food products of the farm directly from producer to consumer."

The last named bill was introduced by Congressman Lankford, of Georgia, and is no doubt the result of the passage of the socialistic Agricultural Marketing Act which, in principle, puts the government directly in business.

**Anti-Futures Bill.**—One of the other bills of direct interest to the grain trade was introduced on April 15 by Congressman Dickinson, of Iowa. The purpose of this measure is to amend the Grain Futures Act. The bill would hamper and restrict the operations of the futures market to such an extent as to destroy it. It would give the Sec'y of Agriculture absolute control over the grain markets that deal in futures and confine futures trading to so-called legitimate hedging. The bill is in reality the Caraway bill which was defeated in the last session. Senator Caraway introduced the same measure in the senate. Another bill of interest to agriculture and indirectly to the members of the Ass'n is a measure to provide for research work in connection with the utilization of agricultural products other than forest products, and still another bill has for its object the creation of a farmers and consumers financing corporation for the purchase and sale of farm products.

Notwithstanding the passage of the Agricultural Marketing Act several bills were introduced in the House and Senate to "establish a farm surplus board, to aid in the orderly marketing, control of production, economic transportation and disposition of surplus farm products."

**Crop Insurance Bill.**—In the Senate a bill was introduced to "authorize and direct the Sec'y of Agriculture to investigate all phases of crop insurance." This bill was introduced by Senator McNary, chairman of the Senate Comite on Agriculture and Forestry. Senator McNary also introduced a bill to amend several sections of the United States Warehouse Act. Senator Heflin had a bill to "prohibit predictions with respect to cotton or grain prices" by the government.

Some of the House and Senate Joint Resolutions are interesting and some somewhat amusing. One of the House Joint Resolutions authorizes the President to call an international conference of agricultural and farmers' organizations, while another would "authorize an investigation of the decline in the price of wheat." Most of the other resolutions concerned cotton and some directed

the Interstate Commerce Commission to take action to adjust freight rates upon export grain and grain products.

As has been stated in this report few of the bills introduced were passed and those that did reach the statute books were of no particular interest to members of the Ass'n aside from the natural interest that attaches to all measures that have for their object the betterment of agriculture.

**The Marketing Act.**—We counselled against it, labored against it, before its enactment into law. We have tried to work under it, and labor under it, and we know that it has not been useful or effective. We know that it has undermined business, that it has been a disturbing factor, and it seems to me that the time has arrived when this Ass'n should take definite action, looking in a legal way to find out whether or not this law is constitutional, and I think the Grain and Feed Dealers Ass'n is the organization to put that forward, so far as the grain trade is concerned, and it seems to me that now is the time to act. (Applause).

S. P. MASON, Sioux City, Ia.: In respect to the responsibility of the shipper in shipping to drouth district, I think it should be very clear, and the grain trade should understand it, if they ship to someone and he does not pay the freight, the shipper would be responsible to the railroads for that freight, irrespective to the rate itself.

MR. GOEMANN: In that case he couldn't get the benefit of the emergency rate.

MR. MASON: I may say, as Chairman of the Rules Comite, I have had to answer some questions on this drouth relief situation, and I have suggested to those who are not in close touch with it, that in selling to the drouth region, they sell on the regular full rates, the rate that is in effect regularly, and tell the man they are selling that if he is entitled to the drouth rate you will ship per his directions on a permit, and he can get the direct rate, but you assume no responsibility, that you as a grain or feed shipper, do not want to have any advantage or any relief from the lowered rate; that you will sell at delivered price on the old rate, allowing the full freight on the tariffs and he gets anything he is entitled to, and in that way you would assume no responsibility.

## Trade Rules Comite Report

MR. MASON, Chairman, presented the following report for the Trade Rules Comite:

I have been chairman of the Rules Comite for a number of years and it is very noticeable that suggestions for changes and inquiries for interpretation are becoming fewer each year. It is obvious that this may be because my opinions are not of value, but I prefer to believe that it is because of a constantly increasing understanding of the mutual obligations and customs over different sections of the country and thru the Grain and Feed Dealers Ass'n a uniform and fair interpretation of rules and customs.

No changes have been made in the rules the past three years. Suggestions have been made, changes have been discussed, but our present rules amply cover the broad principles of trading, and the Ass'n has properly not attempted to make rules for localities or to incorporate technical, long winded rules to cover remote emergencies.

It was my intention to suggest two minor additions to our rules this year, but after consideration decided not to do so. This feeling is largely increased by our deep opinion that our time this year may be better devoted to our larger problems, and suggesting changes would seem to me similar to a family discussing table manners when the foundation of their house was being undermined.

After we are informed whether we will be permitted to remain in business, we may again strive, thru our rules, as we always have in the past, to improve and promote the interests of the producer, the merchant and the public.

When I hear of Farm Board activities, I am reminded of the husband in the story: "Hubby—It seems to me, dear, there is something wrong with this soup."

Wife—You are always complaining, but this time you're wrong. The cook book says it is perfectly delicious."



The only suggestions I have received this year, one of which the Com'ite decided was not of sufficient importance to recommend, and on the other, difference in customs makes it difficult to frame an equitable rule covering all sections of the country.

When sales are made basis shipper's grades, and both buyer and seller understand the grain will be shipped from a point where there is no inspection, to a point where there is no inspection, and the buyer thereafter, for his own convenience, orders the grain shipped to a terminal market where it must be inspected; that by so doing he should assume all risk as to the grade, providing the quality is such that if it had been shipped as originally intended, there would have been no discount.

The other is the question of the date of diversion, or original shipping point, governing time of shipment.

The Rules Committee have been unable to formulate a rule that would be applicable to all cases.

MR. GOEMANN: I think in the Grain Grades Act there is this clause: That the receiver can appeal to the supervisor of his district and have the inspection made before it leaves his place.

MR. MASON: You are perfectly correct as far as the grade is concerned. What you must differentiate between is the contract between dealers. A dealer makes a contract to ship from one country point to another. He so ships it that it is neither graded at original point or at destination. If it is afterwards graded by the federal grade, if your contract is filled, federal grade does not govern.

MR. GOEMANN: You can not ship from terminal market a grain without inspection, but you can ship from country point as No. 3 Yellow, subject to this appeal at destination. A lot of eastern markets have been trying to get a regulation under transit to stop these cars en route and get their grades upon it. I don't think they have succeeded very much. I have been unable to get either the Agricultural Department or the markets themselves to tell me what progress they have made. I don't think they have made any progress, but you see there is a tremendous difference there. No one can sell grain on grade unless it is inspected. But at the country point, if the buyer is willing to accept at a proper grade that settles the contract, but if he does not want it, he must appeal and have the field inspector of his district inspect it where it is.

MR. MASON: This rule was only intended to apply when grain was shipped from one country point, and afterwards forwarded.

MR. GOEMANN: That is the rule under those country shipments, and when you do change it, this shipper assumes the risk that the condition is the same, but they might not be the same as in corn.

MR. MASON: It has never been in our rules.

MR. GOEMANN: No, but I am speaking of the rules that apply under the government rating that must be a part of the contract. Unless you can stop this, which those in the East have been trying to do for a number of years, and have not accomplished, because of the disadvantage of the carriers, stopping at these points, and the reconsigning of the car, and at quite an expense and delay, it puts up that condition, but the buyer must go in accordance with the rule that permits this country shipper, we will say, at Fowler, Ind., who has no inspection, to sell it to a fellow in Butler, O., as No. 3 Yellow Corn. He is the only person who can do it, but it is with this understanding in the rules of the Inspection Department, if he does not inspect it, and goes back on the grade, then he must ask for the appeal of the inspector on that district: in that case it would be Toledo. O.

I don't see under the contract to buy this

country grain that he can get away from that intent. That is not our rule, but the rule of the Department of Agriculture.

MR. MASON: The question that brought up this suggestion, Mr. Goemann, was good yellow corn, no grade whatever, was sold.

MR. GOEMANN: That is entirely different.

MR. MASON: The man at destination forwarded to inspection market and claimed the inspection was not good, and the rule has been suggested that if it was grain that would have applied originally, that the grade at destination would not change that.

MR. MASON: The other question is the date of diversion, or original shipping point, governing time of shipment.

**Date of Diversion.**—There are no rules in the Grain and Feed Dealers' National Ass'n covering the point. We have avoided making the rule because the custom varies in different parts of the country. In New England, the shipment is the original date of shipment, and on the West Coast, where diversion is made from Spokane or Salt Lake City, the original date of shipment governs; in the Middle West it has been decided that the date of diversion governs the time, although in a recent decision, in Decatur and St. Louis, they made the original country shipment govern.

The question is really active, but we have been unable to formulate a rule that would cover equally all cases and all sections of the country.

I will make a brief report of a Special Com'ite appointed at the last convention on Uniformity of Grain and Feed Dealers' National Ass'n Rules with Terminal Market Rules.

#### Report of Special Com'ite on Uniformity of Grain and Feed Dealers' National Ass'n Rules with Terminal Market Rules

This Com'ite has had meetings with other markets, made suggestions and arrived simply nowhere, and I am taking the liberty of changing my report to a proselyting speech.

Our rules have been, and are increasingly recognized, as fair and equitable. More and more trades each year are based on them and if you believe in them, make your trades on our rules. Insist that others trade on them. If anyone you trade with is not a member, send him a blank and get his signature on the dotted line, and in a short time you will have no worry as to his rules. The quickest way, and apparently the only possible way, to secure uniformity is to have every member in a market trading on our rules and he will have a personal interest in seeing that his own are made uniform or that ours are changed if improvements suggest themselves.

LESTER STONE'S report as chairman of the membership com'ite was received but not read; and W. I. Edwards, chairman of the com'ite on rejected applications, said he had no report to make.

Adjourned for the banquet.

#### Banquet Superb Affair

The banquet, served in the Grand Ball Room of the Hotel Sherman, was a brilliant affair. Roland McHenry, chairman of the occasion, and George E. Booth, chairman of the Entertainment com'ite, left nothing to be wished for. Some 1200 attended. Henry Rumsey was the able toastmaster.

A peppy 12-piece orchestra offered many selections during the feast, interspersed with feature duets, trios, solos, etc. The "Omaha" song, however, was sung without orchestral accompaniment, by the Omaha delegation.

A well-applauded innovation introduced just before the last course was a battery of colored waiters bearing electrically illuminated letters of variously colored ice reading "Welcome Grain & Feed Dealers." The parade of waiters walked in procession up

and down the full length of the darkened Ball-room. The surprise was awarded ceaselessly compliment. "Pilot Brand" cigars by Gus Ackerman rounded out the banquet.

GEORGE WOODRUFF, chairman of the Board of the National Bank of the Republic, former president of the Illinois Bankers Ass'n, and founder and first president of the Illinois Chamber of Commerce, was the speaker of the evening. Mr. Woodruff is high-up in the ranks of the Republican party and was considered as vice-presidential timber at the last national convention. His address was entitled "Ups and Downs of Business."

Knowing the above background, enables partial digestion of his remarks about the present administration being the only one under which the country can again flourish and prosper. His one remark applicable to all businesses was that "the marginal producer must be eliminated to eliminate surplus goods."

Following the address, which was illustrated with a four-colored chart at everyone's place, Henry Rumsey put in some clever wise-cracking to the effect that all of the convention com'ites of the Board of Trade were glad to learn that no reports had been received up to that time of any banditry "on either side" on the part of the grain and feed men as well as the Chicago gangsters.

Dancing completed the gala program, along with several more entertainment features. And so revelry reigned "far, far, into the night."

#### The Circle Meets Again

The group of about 25 men in the grain trade who tell each other weekly about crop conditions, but who meet only at the annual convention, and who call their organization "The Circle," met at a 6:30 dinner at the Hotel Sherman, on Oct. 13. No formal talks were made, but there was an animated round table discussion of crop conditions.

Out of a present membership of 23, fifteen were present at this dinner, and while some of them belong to the younger generation, some have been in the grain business for many years and several are what would, if a charter had been adopted, have been designated charter members. However, the Circle has no charter, no constitution and no bylaws and there are no dues, and there is but one rule which must be observed and that is: If a member fails to write a crop letter for three weeks in succession, he is liable to be dropped from membership.

Those present at this year's meeting included the following:

George W. Cole, Peoria, Ill.; H. I. Baldwin, Decatur, Ill.; Ben Clement, Waco, Texas; Bert Dow and Wallace Lerigo, Davenport, Iowa; O. P. Hall, Greenville, Ohio; Elmer Sexauer, Brookings, S. D.; J. F. Moyer, Dodge City, Kans.; Percy Goodrich, Winchester, Ind.; Frank Gillette, Nashville, Tenn.; W. J. Edwards, St. Louis, Mo.; J. W. Holmquist, Omaha, Nebr.; Alex MacDonald, Boston, Mass.; George Wood, Buffalo, N. Y.; Tully C. Crabbs and Harold L. Gray, Crawfordsville, Ind.

H. I. Baldwin of Decatur, Ill., was elected president and Harold Gray, Crawfordsville, Ind., secretary for the next year.

While American farmers are suffering greatly from overproduction of agricultural produce, under the Boulder dam law they and the country at large are to be taxed to bring into cultivation millions of acres of California desert and so to increase still further the country's crop surpluses.—*Chicago Daily News*.



## Wednesday Morning Session

PRES. DOW called the Wednesday morning session to order at 10:10 and introduced the first speaker.

DALE W. McMILLEN, pres. of the American Feed Manufacturers Ass'n, Chicago, who spoke on "Problems Confronting the Feed Trade," his address appearing in our Department "Feedstuffs."

PRES. DOW: The St. Louis market maintains a mill feed futures department, and before having our next scheduled address, I am going to ask Mr. C. B. Rader, Sec'y of the St. Louis Merchants Exchange, to make a few remarks on mill feed futures.

MR. RADER'S talk on the mill feed futures market appears elsewhere in the Department "Feedstuffs."

C. A. DONNEL, chief meteorologist in charge of the Weather Bureau at Chicago delivered an address on "How to Read the Weather Map" which will be published later.

The arbitration committee reports scheduled on the program were not read.

W. J. EDWARDS, St. Louis, chairman of the auditing committee reported the accounts of the secretary-treasurer to be correct.

FRED G. HORNER, chairman of the Resolutions Committee, read the following resolutions, and they were unanimously adopted:

### Resolutions

#### Marketing Act is Unsound and Dangerous

From its organization in 1896, the attitude of the Grain & Feed Dealers National Ass'n has been that of friendship for and co-operation with the farmer. It has held consistently to that attitude and now reaffirms its position that whatever will bring genuine prosperity to the farming community will have its earnest support.

For more than ten years the condition of agriculture has been the subject of debate in and out of Congress. One and only one scheme has been proposed for its amelioration. The members of this Ass'n have persistently and consistently opposed any government-erected, government-sponsored instrumentality of commerce. Never has it opposed, and it does not now oppose, any voluntary agricultural association, organization, or business facility based upon its own capital and enterprise.

We assert that the Agriculture Marketing Act, politically created, politically operated, is unsound in principle and dangerous in practice, not only to the business of this nation whose rights it seeks to destroy but to the very interests it seeks to aggrandize.

Already the workings of the Agriculture Marketing Act have been disastrous to agriculture. Its difficulties have been multiplied and its sufferings have been intensified. Great as may be the abilities; honest as may be the efforts; diligent as may be the labors; bold as have been the acts of the Farm Board, not a single success can, by any stretch of the imagination be ascribed to it. With a half billion dollars of government money; with the power and prestige of the nation's government; with ample time in which to test the effectiveness of the Act, every result proves how utterly futile has been the effort of government farm relief; how unwise and impossible is any such attempt to substitute arbitrary values for those established by economic law.

This class legislation can not be justified by any achievement but merits condemnation and repeal, not only because it utterly fails to accomplish the purpose for which it was designed but because of the injustice it perpetrates upon every citizen of this country and because it undermines every conception of individual enterprise and initiative.

All engaged in the competitive system of commerce bitterly resent the activities of government created; government capitalized; and government sponsored agencies operating contrary to all the traditions and principles of this country. Business men know that they can not successfully meet the competition of the government. They have to absorb their losses out of their own resources while the government absorbs the losses of its agencies out of the resources of its citizens thru the taxing power. The

business of marketing agricultural products can no more exist part government, part private than this country could exist half slave, half free.

**Appeal to Courts.**—We declare our conviction that the Agriculture Marketing Act is a subversion of the constitution; a nullification of its guaranties, such a repudiation of the rights of the individual as justify an appeal to the courts for protection and vindication.

The entire business fabric of this country is in jeopardy and we now call upon the officers and directors of our association to exert their supreme efforts to mobilize the farming and every other business interest and bring to them a realization of the situation of utter demoralization and destruction which must result to the entire country from a continuance of such a governmental policy as that embodied in the Agriculture Marketing Act. Not only does such legislation threaten the destruction of business in every line but it threatens the very existence of our government. The issue must be faced of whether the people exist for the government or the government exists for the people. Every lawful method should be invoked to obtain relief from this supremely vicious piece of legislation.

#### Transfer of Soy Bean Inspection

It is the opinion of the Grain & Feed Dealers National Ass'n that the interests of the producers and processors of soy beans would be better served by the transference of their inspection from the Hay & Feed Seeds Division to the Grain Standards Division.

#### For Reopening of Docket No. 17000

The Grain and Feed Dealers Ass'n go on record and request the Interstate Commerce Commission to reopen Docket 17000 part 7 as it relates to milling in transit, storage in transit, and the Unit Rule and that the Transportation Committee of this Ass'n be instructed to join with the American Feed Manufacturers Ass'n in asking the Commission to retain transit under proper rules and regulations.

A resolution was adopted thanking all those who had aided in making the convention a success.

C. D. STURTEVANT presented the report of the nominating committee; and a motion was unanimously carried that the secretary cast the vote in favor of its adoption, and the following were declared elected for the ensuing year:

#### OFFICERS

Pres., Hugh A. Butler, Omaha, Neb.; first v.-p., Geo. A. Booth, Chicago, Ill.; 2d v.-p., W. W. Manning, Fort Worth, Tex.

#### DIRECTORS

Fred E. Watkins, Cleveland, O.; Mark Steele, Buffalo, N. Y.; W. M. Moore, Covington, Ind.; W. B. Johnston, Enid, Okla.; Ben E. Clement, Waco, Tex.; John A. Reynolds, Albany, N. Y.; Jos. A. Abel, New York, N. Y.; E. C. Kessler, Jamestown, N. Y.; J. H. Caldwell, St. Louis, Mo.; R. W. Hale, Nashville, Tenn.; John S. Green, Louisville, Ky.; C. C. Isely, Dodge City, Kan.; A. C. Koch, Breese, Ill.; J. D. Kent, Des Moines, Iowa, and W. Carey Cook, Fort Collins, Colo., for the 2-year terms. Carl J. B. Currie, Boston, Mass., was chosen to fill out a 1-year term.

PRES.-ELECT BUTLER took the chair and expressed his appreciation of the honor.

S. P. MASON stepped to the platform with some beautiful silverware and declared it to be a personal privilege and pleasure on behalf of the Ass'n to present Mr. Dow with this little token of their regard.

Adjourned *sine die*.

#### Chicago Convention Notes

CHEER UP, TORONTO! Maybe we'll all be with you in 1932.

MINIATURE COWBELLS were passed around by both the partners present of the Butler-Welsh Grain Co.

BEN CLEMENT OF WACO, TEX., "somehow or other just happened to miss the train back home so stayed over to tour the big city."

"KWITCHERBELLIKIN!!" cards were distributed by Henry Lichtig under the caption of "A One-Word Sermon on Business Conditions." Seems most appropriate this year.

DIRECTORS OF THE ASSOCIATION had the largest turnout in years, according to George Booth. E. A. Boyd, long director from Spokane, Wash., attended this gathering for the first time.

RANDOLPH DRIER BATH TOWELS, a unique souvenir, were the gift of the O. W. Randolph Grain Drier Co. Mr. O. W. Randolph kept quite busy distributing these large and useful presents.

H. I. BALDWIN has a record of twenty-seven "National" conventions so far, and he's proud of it. He says he would have covered them all, except for some sickness and a few trips around the globe.

ALTHO many in attendance did not register, 712 did; and of this number 86 were from Chicago and 88 were ladies. While registration was free, those who wished tickets to the many entertainments, luncheons and banquets, were asked to contribute \$5.00.

ARCADY FARMS MILLING CO. held "open house" up on the fifth floor in a most comfortable suite, where their many friends and dealers were royally entertained. Vice Presidents Wirt Walker and F. J. Bradford were assisted by Harold Hensler and Lee Wagner.

THE "HOUSTON" DELEGATION'S sign, reading "Houston Next!" had a prominent place in the hotel lobby, but the message didn't influence the 1931 convention to meet there near as much as did the genial delegation. A big time is scheduled in Houston next year!

OMAHA TAKES THE PRIZE FOR 100% ATTENDANCE! Every firm in the market was represented at the convention at some time or other during the three days. That's something for the other markets to shoot at hereafter. Ought to be a booster prize for the winners.

CLYDE SMITH of Grundy Center, Ia., brought his handsome adolescent son along for the latter's first convention. All the young ladies sought him out, but alas, our bashful hero is reported to have fled alone to the upper chambers, where he did retire with some heavy reading.

GOLF occupied many pleasant hours for some delegates all three days. We rise to make the suggestion, however, that a 36-hole tournament might well be conducted the day before the business sessions commence, so that everyone might become sufficiently saturated to attend all sessions.

THE RAILROADS were represented by Geo. Y. King, Philadelphia, Pa.; H. F. Hoffmaster, Jr., Texas City, Tex.; E. H. Wingard, St. Louis, Mo.; J. R. Chisman, Memphis, Tenn.; J. V. McCarty, St. Louis, Mo.; C. G. Stoddy, Des Moines, Ia.; E. J. Martin, Norfolk, Va.; H. W. Barnett, Minneapolis, Minn.

INSURANCE representatives present included: R. D. MacDaniels and J. D. Stevens, Grain Dealers National Mutual Fire Ins. Co., Indianapolis, Ind.; L. P. Dendel, Michigan Millers Mutual Fire Ins. Co., Lansing, Mich.; Vic Johnson and A. R. Schroeder, Millers National Fire Ins. Co., Chicago.

GRAIN ELEVATOR SUPPLY firms were represented by: O. W. Randolph, O. W. Randolph Co.; T. G. Nelson, Nelson Machine Co.; E. S. Miller, Pneumatic Process Corp.; H. C. Jacobson, A. E. Jacobson Ma-



chine Works; G. L. Lindburg, K. I. Willis Corp.; Geo. Douglass, A. D. McPherson, Huntley Mfg. Co.; Wm. Kent, S. H. Connell, Max Hurd, S. Newberger, Messrs. Schenck and Sheridan, Gordon Chemical Co., Wm. Englehart and Wm. Rowell, Milwaukee, Wis.; and J. E. Ham, Chicago.

THE TRANSIT GRAIN & COMMISSION CO. distributed an attractive card showing the months in which Chicago wheat prices made their "low" covering the last 40 years. The range for the entire year, and the months the highest prices were reached (at Chicago) also appear. Nail shaped pencils were also given away. C. M. Carter of the C. M. Carter Grain Co., of the same city, gave away bullet pencils.

SIMONDS-SHIELDS-LONSDALE GRAIN CO. distributed attractive key-holders particularly designed to accommodate a record for changing oil and grease in an automobile. Frank Theis, director in the Grain Dealers National Ass'n and vice president of the Kansas City Board of Trade, and Barney O'Dowd also had attractive paper weights distributed for the firm showing colored views of the two large elevators operated by the company.

THE ENTERTAINMENT COMMITTEE merits commendation and thanks for the many pleasure-giving features and innovations introduced throughout the convention. Henry Rumsey was the able chairman, assisted by George Booth, Christopher Strasser, Harry Klein, Bill Hirshey, Ed Hymers, Bob Boylan, Roland McHenry, Frank Coe, Frank Ely, Royal Bell, Siebel Harris, Orrin Dowse, Fred Winter, and Max Nowak.

ASSN SECYS: D. J. Boyer, St. Louis, Mo., Sec'y Missouri Grain Dealers Ass'n; W. E. Culbertson, Delavan, Ill., Sec'y Illinois Grain Dealers Ass'n; D. O. Milligan, Des Moines, Ia., Sec'y Western Grain Dealers; Fred K. Sale, Indianapolis, Ind., Sec'y Indiana Grain Dealers Ass'n; David K. Steenbergh, Sec'y Central Retail Feed Dealers Ass'n, Milwaukee, Wis.; Louis F. Brown, Sec'y American Feed Manufacturers Ass'n, Chicago; and Dean M. Clark, Sec'y Society of Grain Elevator Superintendents of North America, Chicago.

THE GULF CRUSHING CO. entertained luxuriously in its suite on the twenty-second floor. Its headquarters were filled with comfortable lounging chairs in which every visitor was cordially invited to enjoy himself. A delectable variety of hors d'oeuvres were appetizingly kept in the foreground. Messrs. Horace Williams, Bob Crawford, and Roland A. Thomas are still the undisputed kings of southern hospitality. Under everyone's door each morning there appeared the "Convention Number Eggstra," a clever eight-page bulletin covering oyster shell news.

JAMES E. BENNETT & CO. held "Open House" up on the eighth floor, where many pleasant hours were whiled away. The many genial representatives of the company distributed bullet pencils, cigars and cigarettes, sandwiches and other appetizing morsels. Among the staff present were James E. Bennett, Frank Miller, Frank Thompson, Mrs. E. H. Miller (statistician), Kenny Pierce, Charlie Olson, Louie Carpenter, Jack Knoche, Dick Gambrill, Bob Thomas, Bill Bliss, Fred Koepp (Milwaukee), Sig Steensen (Iowa representative), Homer Barlow (Peoria), Wm. Ohlemeyer (St. Louis), Mike Clark (Omaha), and T. E. Decker (Kankakee).

HENRY RUMSEY, Chairman of the General Com'ite for the Convention, joined the Gold Dust Twins on Tuesday night. One of the dancing entertainers, clothed in gold powder, left her cloak out on the dancing floor, which the gallant Henry-the-

First willingly offered to retrieve. Adorning himself in the cloak wrapped around his waist-line as a skirt, Henry clogged his way back across the floor past the wall-flowers at the doorway to where the dancer awaited his return. Upon removing the cloak, however, he discovered he had acquired a coat of gold powder himself. And thus originated the fable of the Gold Dust Twins.

LAMSON BROS. & CO. conveniently furnished market quotation service in Parlor "O" just adjacent to the Registration Desk. News flashes, gossip, cigars and cigarettes, and pleasant conversation were available in addition to the congenial company of Ed. F. Thompson, the recently married George E. Booth (and his wife), Harry Rogers, Frank Dolan, Art Torkelson and wife, Bill Tucker, Statistician R. O. Cromwell, Ralph Williams, Wm. A. Neubauer, Bert Davis, W. C. Barnes, and H. L. Rogers (Joliet office). Art Torkelson is said to have sponsored two 2 a. m. miniature golf tournaments on the Brownie course just across the street from the hotel. H. C. Hale and wife, Wallace Lerigo and wife, and James Van Nice, all of Davenport; and Hugh Hale of Royal, Ia., all claim some hole-in-one shots were made, but only Van Nice would bashfully admit winning the contest. He took a 38, beating all the married men, demonstrating that the virility of bachelorhood is still a potent factor—even in a miniature way.

FEED AND INGREDIENT representatives included: J. M. Adam, Anheuser-Bush, Inc.; E. C. Kessler, J. D. Ditzler and M. W. Howard, Jamestown, N. Y.; Fred Cain, Jacksonville, Ill.; P. W. Pritchard, Evansville, Ind.; C. Leverich, New York; C. J. B. Currie, Boston, Mass.; J. H. Gray, Springville, N. Y.; C. W. Boggs, Rye, N. Y.; W. S. Young, F. L. Kieser and M. O. Wilson, Waverly, N. Y.; A. E. Lippelman, Cincinnati, O.; W. H. Williams, R. A. Thomas and R. C. Crawford, New Orleans, La.; R. W. Chapin, M. M. Nouak and Edw. Damai, Hammond, Ind.; W. C. Seaman, Cleveland, O.; L. C. Newsome and E. J. Dougherty, Pittsburgh, Pa.; H. H. Whitten and Frank Ware, Hillsboro, Ill.; W. F. Uebile, Burlington, Wis.; W. C. Garten, Indianapolis, Ind.; Gus Ackerman, J. H. Caldwell and R. E. Nye, St. Louis, Mo.; J. L. Craig, Philadelphia, Pa.; C. A. Dahlstrom, H. J. Bergman, J. R. Stuart, M. J. Beaubaire, F. M. Rosekrans, Jr., and Walter Haertel, Minneapolis, Minn.; G. E. Hillier and W. L. Mucker, Cedar Rapids, Ia.; E. C. Rich, Keokuk, Ia.; J. G. Munro, Detroit, Mich.; H. W. Applegate and J. P. Laskey, Toledo, O.; E. B. Collard, E. W. Mitchell, Otto Tantzler and M. F. Cohn, Buffalo, N. Y.; C. D. McArthur, Elgin, Ill.; R. L. Herrick, Harvard, Ill.; J. P. Parks, V. L. Marsh and A. J. Gallagher, Kansas City, Mo.; H. J. Kapp, Decatur, Ill.; A. H. Lois, Bassett, Wis.; E. F. Schafer, Omaha, Neb.

GUY LUKE of Peoria was so inspired by the social entertainment of the convention that he, as confirmed bachelor, stepped off and took himself a wife a few days later.

HOUSTON IS SO HAPPY at having the 1931 convention that they start celebrating Oct. 25 and keep it up until Oct. 31. The citizens cordially invite the grain trade to join in this public demonstration, which will be marked by the inaugural visit of the United States Ship "Houston." The occasion also marks completion of ten years of active foreign commerce through the Port of Houston and the first season as America's largest export cotton port. None of these are as important of course, as being awarded the 1931 convention of grain and feed dealers.

## Trade Show a Big Success

The trade show of exhibits by firms catering to the grain and feed industries, an attractive innovation started this year, won much attention and favorable comment from the many interested delegates who viewed the displays. The show promises to become an annual institution, and it is believed that at Houston next year the number of exhibits will be quadrupled.

THE LIMA ARMATURE WORKS displayed the Homer Magnetic Separator, a device for the removal of tramp metal from all kinds of grinders. The exhibit was in charge of A. S. Lukens.

THE FORT WAYNE DAIRY EQUIPMENT CO. displayed spout and hammer mill types of magnetic separators, actually demonstrating the effectiveness of each in operation, in charge of John M. Sutton.

STEARNS HIGH DUTY MAGNETIC SEPARATORS, both spout and drum types, were continuously in operation for the many spectators who stopped at the booth. L. Byrne, E. C. Kiekhafer and R. N. Stearns represented the firm.

RICHARDSON SCALE CO. decorated its booth with vivid enlargements showing the Richardson Car Unloader in various steps of action. Descriptive literature caught the attention of many passing by. N. C. Webster, W. A. Carte and J. Instone responded to the interest registered.

THOMPSON-HAYWARD CHEMICAL CO. featured "Limeolith," a new precipitated calcium carbonate; cod-liver oil, charcoal, iron oxide, hardwood ashes, deodorized bone meal, spent bone black, and rock and acidified phosphate. G. M. Hayward and O. B. Bishop were in charge of the booth.

JAY BEE HAMMER MILLS were displayed by the Chicago office of the J. B. Sedberry Co. A No. 2 Jr., complete with cyclone and bagging attachments, was displayed. Samples of all finenesses of grindings of innumerable commodities attracted much comment. A. V. Foote, F. T. Day and Walter Clement attended the exhibit.

THE CONSOLIDATED PRODUCTS CO. had a most elaborate display, using large hand-painted signs for background scenery. Semi-solid and dried buttermilk were exhibited by the barrel. Victor Aubry, sales manager; E. L. Ledbetter, H. J. Kearns, Geo. Goslyn, Geo. Jarbett, Charles Stevens, John Merritt, and Doc Lampe attended the prominent headquarters.

DAWES DRY MILK CO. featured "Vitamilk" for poultry and animals. This "powdered sunshine" is made from irradiated concentrated yeast, high lactic buttermilk, potassium iodine, and the vitamin "D" concentrates in cod-liver oil. Samples of the product and literature were available for the examination of the many visitors who stopped to interview Mr. Charles C. Dawe, who attended the exhibit.

THE SEED TRADE REPORTING BUREAU, exhibiting Brown-Duvall Moisture Testers, Heppenstall moisture testers, drying ovens for testing moisture in ground products, Boerner test weight scales, 4-in-one scales, weight-per-bushel testers, dividers, air-tight containers for mailing samples, sieves, triers, sample pans, etc. Red carnations were given to every visitor by L. M. Smith, W. L. Oswald, Earl M. Whitney, J. M. Anderson and Harry Olsen.

THE MUTUAL FIRE PREVENTION BUREAU had a very interesting and instructive booth, decorated with tramp iron taken from grains about to be ground—extracted by magnetic and syphon separators, attrition mill plates broken by tramp iron, photographs of wrecked mills and other interesting material of this nature. The literature and warning signs distributed by the



Bureau were prominently posted. Some samples of poor electric wire, improper fuse connections, and other faulty electrical installations were also stressed in other exhibits in the large booth. Among those attending the exhibit were: Eugene Arms, manager; C. W. Gustafson, H. C. Lee, K. D. MacDaniel, J. D. Stevens, Pete Dendel, Vic Johnson and A. R. Schroeder.

AMERICAN ELECTRIC MOTOR CO. displayed all styles of motors that they manufacture, including the fully inclosed, the pipe ventilated, and the squirrel cage. The smaller motors were cut away to enable one to see exactly how the motor operated. A. A. Hess and Edw. J. Deveny accompanied the exhibit and explained the technical side of the display.

B. F. GUMP CO. exhibited a Niagara Cleaner featuring the new Juby Drive. A Draver Percentage Feeder for feed manufacturing plants, and the full line of Superior Belt Cups were also shown. Messrs. Williams, Hazel and Morley attended the exhibit and answered all of the many questions of visitors.

PARKE, DAVIS & CO. featured worm capsules for livestock and poultry. Samples of their shaving cream were liberally distributed by the representatives, L. N. Stoner, Ed. Lynch and K. E. Shepard.

BATTLE CREEK DOG FOOD CO. exhibited its product in all of its various forms. Handy corkscrews and bottle openers were passed around freely, also bearing the name of "Miller's A-1 Dog Foods." P. F. Ricketts, president, was assisted by Miss Frances Bonnette.

## Registration

TERMINAL MARKET REPRESENTATIVES  
BALTIMORE: E. H. Beer, E. H. Beer & Co.; J. A. Manger; J. A. Peterson, Mgr. Western Maryland Ry. Elvtrs.

BLOOMINGTON: R. Hasenwinkle and C. F. Scholer.

BOSTON: Matthew D. Benzaquin; Horace Cook; A. S. MacDonald, and Chris O'Leary.

BUFFALO: G. W. Martin; George B. Wood, Seymour Wood Grain Co.; J. J. Rammacher; H. H. Richardson; H. E. Tweeden.

CAIRO: O. B. Hastings.

CEDAR RAPIDS: C. A. Davis, Cedar Rapids Grain Co.; C. L. Douglass, and Harry H. Flow.

CINCINNATI: Ralph H. Brown, George A. Nieman, and D. J. Schuh, Executive Sec'y, Cincinnati Board of Trade.

CLEVELAND: F. E. Watkins and A. E. Williams.

DALLAS: J. C. Crouch.

DAVENPORT: Bert Dow; Wallace Lerigo; H. C. Hale, and Jas. A. Van Nice.

DECATUR: J. C. Hight, Hight Elevator Co.; H. I. Baldwin; E. B. Evans, and W. E. Shellabarger.

DES MOINES: Chas. A. Tower.

DODGE CITY: J. F. Moyer.

DULUTH: W. L. Brisley, Occident Terminal Co.; E. M. White, White Grain Co.; C. F. Macdonald, Secy. Duluth Board of Trade.

ENID: Cecil E. Munn.

FORT DODGE: C. A. Bulpitt; E. L. Dwyer; S. A. Steenson; Art Torkelson.

FORT WORTH: Jule G. Smith, Smith-Ingraham Grain Co.; C. M. Carter; G. C. Henderson, and W. W. Manning.

HOUSTON: J. V. Neuhaus; Geo. S. Colby, Supt. Port Commission Elvtr.; T. L. Evans, Jno. C. Mayfield (at N. Y.), T. P. Bartle (at K. C.), all of Houston Port Bureau; Haygood and Ike Ashburn, Chamber of Commerce.

INDIANAPOLIS: E. D. Anderson; J. M. Babbitt; Wm. R. Evans, Lew Hill; O. P. Larimore; Ed. K. Shepperd; C. Wm. Maibucher; Hughes Patten; E. J. Winslow, and Wm. H. Howard, Secy. Board of Trade.

KANSAS CITY: J. C. Brackett; C. J. Gundelfinger; E. M. Hibbs; Soma Peto; R. A. Jeanneret; Hymie J. Sosland, Moore-Seaver Grain Co.; E. R. Jessen, Uhlmann Grain Co.; W. B. Lathrop; M. J. Lawless, Lawless Grain Co.; Henry Lichtig; W. B. Lincoln, and C. E. Norris, Wolcott & Lincoln; J. H. Martin; S. C. Masters; B. J. O'Dowd and Frank A. Theis, Simonds-Shields-Lonsdale Grain Co.; T. A. O'Sullivan; O. A. Severance; John Stark; R. H. Sturtevant; Paul C. Trower, Davis-Noland-Merrill Grain Co.

LANSING: L. M. Swift.

LINCOLN: John M. Paul.

LOS ANGELES: W. E. Peters.

LOUISVILLE: Hugh K. Bullitt; F. C. Dickson; Jno. S. Green; Leonard A. Hewett, and W. M. Wallace.

MEMPHIS: E. E. Buxton; C. W. Fellows; Fred Heckle, and Chas. G. Robinson.

MILWAUKEE: J. L. Bowles, Traffic Mgr., C. of C.; John H. Caldwell; Roy I. Campbell; A. L. Flanagan, Fraser-Smith Co.; Walter C. Holstein, Mohr-Holstein Commission Co.; A. E. Anderson (Algona, Ia.), Robert G. Bell & W. A. Hottensen, Wm. Bell Co.; A. L. Jacobs, Cargill Grain Co.; Philip C. Kamm, P. C. Kamm Co.; Leonard J. Keefe; Fred M. Koepf, James E. Bennett & Co.; Clarence Moll, Froedtert Grn. & Mailing Co.; J. M. Riebs, Jr. The Riebs Co.

MINNEAPOLIS: O. F. Bast, Union Elvtr. Co.; J. A. Bushfield; E. C. Christl; H. G. Cowan; E. W. Diercks; Donald E. Fraser and Otto A. Zimmerman, Cereal Grading Co.; Jas. A. Gould; Arthur McGuire; E. J. Grimes, Cargill Elevator Co.; Arthur G. Hessburg and J. P. Hessburg, Hiawatha Grain Co.; A. J. Larsen, Hallet & Carey Co.; O. A. McCrea; Jno. D. McCaull; N. S. Mitchell; E. F. Morris; Robt. W. Randall; M. E. Scroggins; Harry Shere, Van Dusen-Harrington Co.; S. S. Stanchfield; H. H. Tearse; E. K. Warner; A. F. Evenson, Board of Grain Appeals.

NASHVILLE: S. M. Allen, Jr.; Frank E. Gillette; B. O. Greer; R. W. Hale; E. W. Holt; Chas. D. Jones; George G. Keith, and S. S. Kerr.

NEW YORK CITY: Jas. H. Bowne; F. G. Sherry, and Paul Whitman.

OMAHA: J. B. Adams; Frank C. Bell, Bell-Trimble Grain Co.; J. T. Buchanan, Omaha Elevator Co.; W. T. Burns, Burns Grain Co.; Hugh A. Butler and J. L. Welsh, Butler-Welsh Grain Co.; C. M. Clark, James E. Bennett & Co.; G. F. Dristy, Updike Grain Co.; O. H. Gibbs, Lucke-Gibbs Grain Co.; F. H. Hall; I. C. Harden; O. E. Harris and C. D. Sturtevant, Trans-Mississippi Grain Co.; Albert Hedlund, United Grain Co.; J. W. Holmquist, Holmquist Elevator Co.; J. A. Linderholm, Crowell Elevator Co.; R. E. Miller, Updike Grain Co.; F. B. Swett, Scoular-Bishop Grain Co.; Frank J. Taylor, Taylor Grain Co.; Frank P. Manchester, Secy. Grain Exchange.

PEORIA: H. M. Barlow, James E. Bennett & Co.; Geo. W. Cole, Geo. W. Cole Grain Co.; H. H. Dewey, W. W. Dewey & Sons; Louis L. Gruss, Louis Mueller and Robert F. Mueller, Mueller Grain Co.; Guy F. Luke, Luke Grain Co.; C. C. Miles, P. B. & C. C. Miles; G. A. Peterson, Cleveland Grain Co.; Harry R. Sawyer and Jos. F. Sheridan, J. H. Dole & Co.; R. S. Turner, Turner-Hudnut Co.; R. G. Williams, Lamson Bros. & Co.; B. E. Wrigley, Lowell Holt & Co.; John R. Lofgren, Secy., Board of Trade.

PHILADELPHIA: James L. King; S. A. King; John H. Frazier, Mng. Drtr. Commercial Exchange.

PITTSBURG: Roy V. Harper, Harper Grain Co.; W. A. Low, Jesse C. Stewart Co.; O. A. Rector.

ST. JOSEPH: C. E. Scholl, Quaker Oats Co.; A. R. Taylor, Stratton Grain Co.; R. E. Wiese, Trans-Mississippi Grain Co.

ST. LOUIS: H. C. Altmansberger; F. H. Barkley, Stokes-Barkley Grain Co.; A. H. Beardsley, Picker & Beardsley; Harry F. Beckmann; John H. Caldwell, Jr.; R. R. DeArmond; J. E. Dixon; W. J. Niergarth; H. H. Savage; E. C. Dreyer; W. J. Edwards, W. J. Edwards Grain Co.; Sylvester I. Fisher, Ballard-Messmore Grain Co.; P. C. Knowlton, Knowlton Grain Co.; Fred W. Langenberg, Langenberg Bros. Grain Co.; Wm. E. Ohlemeyer, James E. Bennett & Co.; L. F. Schultz, Schultz & Niemeier Com. Co.; O. H. Schwartz, Schwartz Grain Co.; S. A. Whitehead, Nanson Commission Co.; C. B. Rader, Secy., Merchants Exchange.

SALT LAKE CITY: Sterling H. Nelson.

SAN FRANCISCO: A. H. Hankerson.

SEATTLE: H. L. McIntyre.

SIoux CITY: Chas. Flanley, Flanley Grain Co.; M. King, Western Terminal Elev. Co.; S. P. Mason, Terminal Grain Corp.; Jas. C. Mullaney, Freeman Bradford, Secy., Sioux City Grain Exchange.

SPOKANE: E. A. Boyd.

TOLEDO: Harry R. DeVore, H. W. DeVore & Co.; Kenton D. Kellholtz, Southworth & Co.; Phil Sayles, R. S. Sheldon and Geo. D. Woodman.

WASHINGTON, D. C.: Vernon M. Green.

CANADA: C. R. Vannatter, Toronto.

## Country Shippers Registered

ILLINOIS: Ralph B. Allen, Allerton; M. B. Arnold, Annawan; Ed. Barnstable, Taylorville; Otis J. Bear, Kempton; Oscar Berga, Amboy; Ben B. Bishop, Sheldon; C. L. Carter, Kankakee; Emery R. Chase, St. Joseph; Chas. Clawson, Sheldon; Louis J. Colehower, Wenona; J. E. Collins, Tuscola; F. C. Dewey, Annawan; Geo. C. Dunaway, Ottawa; O. J. Finnegan, Reddick; J. H. Fuller, Winchester; T. E. Hamman, Arcola; Everett E. Hamman, Leroy; T. C. Heron (Bryce), Milford, P. O.; Geo. L. Hieronymus, Winchester; H. A. Hillmer, Freeport; M. C. Hobart, Mokenca; M. J. Hogan, Seneca; Geo. H. Hubbard, Lincoln; John F. Hubbard, Chesterville (Lincoln, P. O.); A. C. Koch, Breese; C. O. Long, Fountain Creek; L. E. McAtee, Rantoul; Harold R. Meents, Clinton; Geo. L. Merritt, Ross-ville; John J. Murphy, Morrisonville; Chas. J. Potter, La Rose; H. H. Potter, Galesburg; C. T. Rees, Bradford; C. B. Sauer, Dana; R. D. Smille, Odell; H. A. Stone, Mineral; H. A. Stotler and K. W. Stotler, Streator; Claude Thomas, Winchester; J. F. Wallace, Forest; W. A. Webb, LeRoy; O. B. Wheeler, Jr., Long Point; B. S. Williams, Sheffield.

INDIANA: Robert Alexander, LaFayette; Chas. S. Anderson, Stockwell; W. H. Armistage, Goodland; D. L. Brookie, Frankfort; E. C. Crabbs, Crawfordsville; C. G. Egly, Fort

## Some of the Indiana Dealers Attending Chicago Convention



Left to Right: S. M. Allen, Indianapolis; Chris G. Egly, Ft. Wayne; Carl D. Menzie, Indianapolis; Harold L. Gray, Crawfordsville; W. M. Wallace, Louisville, Ky.; Ed. K. Shepperd, Indianapolis; E. K. Sowas, Crown Point; J. H. Shine, New Albany; E. E. Elliott, Muncie, pres., Indiana Grain Dealers Ass'n; Wm. M. Moore, Covington; Wm. H. Evans and W. K. Mannon, Indianapolis; D. L. Brookie, Frankfort; Percy E. Goodrich, Winchester; G. A. Pritchard, Fortville; O. P. "Larry" Larimore, Fred K. Sale (Sec'y Indiana Grain Dealers Ass'n) and E. F. Winslow, all of Indianapolis.



## Weighmasters Consider Frames, Estimating and Proper Loading

Wayne; E. E. Elliot, Muncie; P. E. Goodrich, Winchester; Harold L. Gray, Crawfordsville; Claude A. Hedworth, Remington; Jno. S. McDonald, New Albany; W. M. Moore, Covington; R. K. Parent, Union City; G. A. Pritchard, Fortville; T. E. Samuel, Rensselaer; John H. Shine, New Albany; E. K. Sowash, Crown Point; O. M. Thomas, Marion; E. N. Whetsel, Fortville.

IOWA: W. C. Boyle, Morning Sun; Geo. French, Ruthven; E. M. Galbraith, Sac City; Jno. J. Haldeman, Shenandoah; Chas. S. Knudson, Industry (Ft. Dodge P. O.); L. T. Larson, Huxley; O. B. Moorhouse, Glidden; Jno. F. Mueller, Calamus; E. H. Tiedeman, Fonda; A. R. Traeder, Odebolt; E. R. Wagner, Ankeny; Wm. Wheeler, Adair.

KANSAS: C. H. Blanke, Atchison; J. E. Ogren, Arkansas City.

KENTUCKY: J. Browder, Fulton; C. M. Bullitt, Henderson.

MARYLAND: H. S. JEWELL, Kennedyville.

MICHIGAN: W. R. White, Scotts; Fred Zinn, Battle Creek.

MINNESOTA: F. E. Crandall, Mankato; E. H. Rudloff, Steen.

MISSOURI: John R. Harper, Mexico; D. B. Kevil, Sikeston.

NEBRASKA: W. C. Fisher, Hastings.

OHIO: Paul Dudgeon, Rockford; H. F. Funk, Lodi; Henry L. Goemann, Mansfield; W. G. Guscott, Olmsted Falls; O. P. Hall, Greenville; H. L. Hockman, Canal Winchester; D. W. Mahaffey, Morral; O. A. Meyer, Erlin (Fremont, P. O.); L. B. Miller, Springfield; J. H. Motz, Brice; W. M. Myers, Lockbourne; James M. Pence, Jackson Center; S. L. Rice, Metamora; Clyde M. Rudy, Bellevue; L. C. Schmunk, Oak Harbor; Russell Shaw, Fostoria; J. W. Simmons, Sidney; E. O. Teegardin, Duval.

PENNSYLVANIA: J. T. Anderson, York; R. A. McNery, Erie; J. E. Major and J. A. Trinley, Linfield; Albert J. Thompson, Wycombe.

RHODE ISLAND: Harry S. Arden, Providence; Revere W. Kent, Providence.

SOUTH DAKOTA: E. H. Sexauer, Brookings.

TENNESSEE: J. W. Jefferson, Union City; Earle T. Robertson, Knoxville.

TEXAS: H. Buhrkuhl, Kress; R. A. Chapman, Jr., Sherman; B. E. Clement, Waco.

WASHINGTON: F. M. Robinson, Pomeroy.

WISCONSIN: T. R. Evenson, Monroe; J. J. Hartzheim, Beaver Dam; J. L. Kleckner, Neillsville; A. H. Lois, Bassett.

AMONG OTHERS REGISTERING were: Thos. J. Brown, Grand Forks; Minthorn M. Day, Rock Island; H. H. Deam, Gary; Ray Dobson, La Grange; A. D. Dy-sart, Oswego; and W. R. McLarty, Toronto, Ont.

### Out of Town Ladies Registered

MISSSES: Lucile Murphy, Morrisonville; G. Hogan, Seneca; Martha Halliday and Dorothea E. Woods, Indianapolis; Linderholm and Elizabeth Bell, Omaha.

MESDAMES: B. Ralph, Allerton; Oscar Berga, Amboy; A. C. Koch, Breese; H. R. Meents, Clifton; E. B. Evans, Decatur; H. H. Potter, Galesburg; R. Dobson, La Grange; C. J. Potter, La Rose; E. E. Hamman, Leroy; Geo. L. Merritt, Rossville; Geo. W. Cole, Peoria; M. J. Hogan, Seneca; Ben B. Bishopp, Sheldon; H. A. Stoller, Streator; W. M. Moore, Covington; D. L. Brookie, Frankfort; Lew Hill, A. S. Lukens, C. Wm. Maibucher and E. I. Winslow, Indianapolis; O. M. Thomas, Marion; E. R. Wagner, Ankeny; E. H. Tiedeman, Fonda; O. P. Moorhouse, Glidden; E. M. Galbraith, Sac City; Helen Mason, Sioux City; B. H. Johnson, Kansas City; Carl J. B. Currie, Boston; O. E. East, Robert T. Beatty, J. A. Bushfield, Donald E. Fraser and M. E. Scroggins, Minneapolis; Geo. Douglass, E. M. Hibbs, C. A. King and S. C. Masters, Kansas City; C. E. Scholl, St. Joseph; Gus Ackerman, J. M. Adam, A. H. Beardsley, R. R. DeArmond and L. F. Schulz, St. Louis; Frank C. Bell, J. T. Buchanan, Hugh A. Butler, O. H. Gibbs, C. D. Sturtevant and J. L. Welsh, Omaha; M. O. Wilson, Waverly; O. A. Meyer, Fremont; D. W. Mahaffey, Morral; J. W. Simmons, Sidney; Siva M. Bender, Kenton D. Keilholtz and Geo. L. Woodman, Toledo; R. V. Harper, Pittsburgh; Albert J. Thompson, Wycombe; Ward Carter and Chas. G. Robinson, Memphis; Frank E. Gillette and S. S. Kerr, Nashville; S. H. Nelson, Salt Lake; T. R. Evenson, Monroe.

The Agricultural Marketing Act is expressive of that centralization of political power which in all ages has been the cause of human misery.—W. F. Jensen.

The 13th annual meeting of the Terminal Grain Weighmasters National Ass'n was called to order at 10:00 a. m., Sunday, Oct. 12, by Pres. M. H. Ladd in the Hotel Sherman, Chicago, with a good attendance, more than two-thirds of the membership being present.

PRES. M. H. LADD, Milwaukee, Wis., delivered his annual address, as follows:

### Pres. Ladd's Address

Our organization, while a small one, fills a very important position, and, as each year rolls by I am more and more impressed with the vital importance of these meetings.

Our first meeting was called by the late H. A. Foss, of the Chicago Board of Trade, and was held in Milwaukee in 1918. It was then designated as the Weighmasters-Scalemens Conference. A majority will remember that momentous meeting.

Mr. J. A. Schmitz with his usual untiring energy prepared a set of resolutions which were discussed and unanimously adopted. These resolutions were wide in scope, and were intended, not only as a guide for terminal grain weighmasters, but carried recommendations for railroad car builders, grain elevator engineers and contractors, operators of country elevators, in fact, covered the entire field of grain weighing and transportation.

At our eleven subsequent meetings these original resolutions have been added to and supplemented by additional resolutions to meet present day conditions and to take care of contingencies as they arose. It is indeed gratifying to know that our organization now receives nation-wide recognition as the final authority on all matters pertaining to grain weighing, and that our recommendations to other agencies, such as the railroads, the elevator builders, the Grain and Feed Dealers National Ass'n, and the Interstate Commerce Commission have invariably received favorable comment and action by those organizations. Mr. Henry L. Goemann, Chairman of the Transportation Com'te of the Grain and Feed Dealers National Ass'n, and a fellow member of our organization, is largely responsible for bringing our recommendations before the agencies just mentioned, and I wish to take this opportunity to express the gratitude of our Ass'n for Mr. Goemann's hearty co-operation and assistance.

During the past year Mr. Goemann has had some correspondence with the Master Car Builders Ass'n regarding the relative merits of single and double wall box cars as vehicles for transporting grain.

You will recollect that at our 1929 meeting we discussed the proposed specifications for a light industrial track scale. Many of our members were opposed to some of the items in these specifications, particularly the proposed length of weigh rail, which was limited to 48 feet, and a resolution was adopted to that effect. You are doubtless aware, however, that at the last convention of the National Scalesmens Ass'n, held in Chicago, these specifications were adopted, subject to some minor changes. The length of weigh rail was left unchanged.

In the preparation of this program I want to give all credit to our very able Sec'y-Treas., Mr. Harry R. Clark, and to thank him on behalf of the Ass'n for his hard work in connection with Ass'n affairs.

Whenever I attend one of these meetings I am reminded of something our friend Joe Schmitz said many years ago. "I have a dollar and you have a dollar; we exchange dollars and each still has a dollar. But if I have an idea and you have an idea; we exchange ideas; then each has TWO ideas."

In the exchange of ideas lies the real value of our meetings. I doubt if any one of us ever attended one of these meetings without taking home some practical ideas which were of value to us in the conduct of our business.

Before closing I must pay a tribute to the man whom all of us love to look upon as the "Daddy of the Weighmasters." I refer to our Past President, Mr. P. P. Quist. Illness prevented Mr. Quist from attending last year's meeting, but it makes all of us happy to have him with us today. Mr. Quist celebrated his 76th birthday last August, and in February, 1931, only four months hence, he and Mrs. Quist expect to celebrate their

golden wedding anniversary. I am sure that this Ass'n desires to extend its heartiest congratulations and best wishes to Mr. and Mrs. Quist.

In closing, let me take this opportunity to tell you how deeply I appreciate the confidence you placed in me when you elected me to the office of President.

### Financial Statement

HARRY R. CLARK, Omaha, Neb., sec'y-treas., presented the following financial statement:

| Receipts                      |          |
|-------------------------------|----------|
| 18 Direct Memberships.....    | \$ 90.00 |
| 1 Associate Membership.....   | 3.00     |
| Balance from last report..... | 245.05   |
| Total .....                   | \$338.05 |
| Expenditures                  |          |
| Dinner at Peoria.....         | \$ 54.00 |
| Magazines, Thirty .....       | 6.00     |
| Stationery .....              | 3.00     |
| Stamps .....                  | 3.50     |
| Stenographer's services ..... | 15.00    |
| Programs .....                | 10.00    |
| Total .....                   | \$ 91.50 |
| Balance on hand.....          | \$246.55 |

We lost two members, Mr. Bylsma having resigned on account of taking another position; and A. E. Schuyler, associate member, who is getting out of this work.

J. A. SCHMITZ, Weighmaster, Chicago Board of Trade, read a paper on "Scale Frames Constructed of Wood," as follows:

### Scale Frames Constructed of Wood

All scale specifications adopted within the last 10 or 15 years carried a proviso against the use of wood in the construction of the scales prescribed in the specifications. However, there has been a carryover of old style scales constructed before the steel era and the number of such scales is comparatively large in the grain trade for the reason that hopper scales are not subject to the deteriorating influences that reduce the life of track and wagon scales, consequently we have hopper scales that have been in service for more than 50 years.

The one redeeming feature in this problem of the continued use of such old hopper scales is the fact that they are, for the most part, scales of small capacity. The compressive stresses put on the wood members, that make up the frames of the scale are therefore comparatively small. But even so, because the weight is concentrated on so small an area, these wood frames have not withstood the pressure of the loads placed upon them and often due to the crushing of the timbers at the points of the greatest compressive stress the scale parts have been thrown out of alignment. Much of the trouble with wood framed scales has been due to this cause. Then too, in many cases where wood was used in the construction, scales were supported on the cribbing of the elevator rather than upon independent foundations. This brought about out of level conditions due to the uneven settling of the cribbing and this not only added materially to the labor of maintenance of the scale but it also jeopardized the accuracy of weights obtained on scales so constructed.

The prime cause for inaccuracies in wood constructed hopper scales was the crushing of timbers and the resultant misalignment of the scale parts. And this was especially true of those hopper scales constructed just prior to the universal adoption of steel for scale frames, for there had been a gradual increase in size of scales, hence there was a proportional increase in the "compressive load" placed on the timbers composing the frames of these larger capacity scales. The inner scale frame to which are fastened the bearing feet showed the effect of these larger loadings most and gave the greatest amount of trouble due to a crushing of the wood directly over the bearing stands and it was here that remedial steps were applied. These corrections generally comprised the substitution of steel for the "bearing planks" after the crushed portion of the timbers had been removed.

As to out of level conditions, these gave less trouble at least in so far as the propor-



tional error was concerned. Needless to say that where scales rest on cribbing, permanent level of the scale parts cannot be secured since with the filling and emptying of the bins, the cribbing settles or returns to the original position and the disturbance of the level of the scales is continual. As stated above, the percentage of error due to the latter cause was small compared with the results produced by scale parts moving out of alignment because of uneven crushing of the area immediately over the basis of the bearing feet. There are cases of record where such uneven crushing of timbers amounted to approximately  $\frac{1}{2}$  of an inch with a comparable mis-alignment of scale parts.

**Remedy:** A more or less permanent remedy for the correction of this condition is (1) to redress the crushed portion of the timbers, (2) to insert hard wood filler boards, and (3) to substitute steel bearing planks of ample strength for the wood planks. In this way the supporting area of timbers is extended and the alignment of the bearing feet is maintained within reasonable limits. It may interest you to know that we have at Chicago a number of 400-bushel hopper scales that are more than 50 years old and these scales are supported on wood cribbing foundation in the old style manner, but the scale frames are constructed entirely of steel. We have had very little trouble with these scales in spite of the fact that they are supported on the cribbing. The weighing results over these scales compare very favorably with the modern scales. No doubt the story would be different if they were say of 2000 bushels capacity.

Our experience has convinced us that by far the greatest error in the old style wood construction hopper scale is due to deficiencies of the frames of the scales and the major part is due to faults in the inner frame.

The frame gives trouble when it is fitted with joint bolts that allow the joints to open up.

Unless you regain the original level by adzing out and filling in with hard wood your trouble will not disappear.

A proper scale is one built entirely of steel and resting on an independent foundation.

H. A. JUNEAU, Superior, Wis.: I have one house built 40 years ago, giving us a terrible lot of trouble with cribbing settling. The depression is one to one and one-half inches when the grain load comes on.

MR. SCHMITZ: First the end wood of the long timbers crushes, resulting in pull on the levers. It is no use to shim it. The thing to do is to adz it out and put in hard wood.

MR. LADD: In one of our houses we ran tie rods to the frame above. When timbers are independent one timber should not crush more than another.

## Estimating Contents of Cars

MR. JUNEAU read a paper on "Measuring and Estimating Contents of Cars of Grain," which is published elsewhere in this number.

T. B. ARMSTRONG, Kansas City, Mo.: How close do you come?

MR. JUNEAU: The work is no good for figuring small shortages. A man can stay under 5,000 lbs. on a car of wheat. It acts as a check in the accuracy of weighing out wheat.

Last year we had a scale going at full speed. They did not take the last draft but ran another draft on top of it. There is where measurement helps.

MR. ARMSTRONG: We tried estimating for three years, using the Car Equipment Register to get the cubic contents. We tried to work out a scale on corn but it did not work out. It might work out better on wheat. We take the depth measurement.

MR. JUNEAU: We were short on a car from Minneapolis, but our measurement verified Mr. Quist's weights.

MR. SCHMITZ: We do not have an annual weigh-up of all the houses at Chicago. Grain can not be shipped out of a private elevator without a cancellation from the custodian department of the Board of Trade.

The public houses are under the state grain registrar and he uses our weight to check the cancellations, but the state does not directly check the houses.

P. P. QUIST, Minneapolis: We have for several years measured cars. I find that it is very effective in determining large shortages, but it does not mean anything in small shortages of 2,000 or 3,000 lbs. It means that the weigher has to look inside the car and make an examination. I would not go back to the practice of not measuring cars. With coarse grain or flax it does not mean much.

MR. JUNEAU: We measured flaxseed and it ran as uniform as wheat. We have the figures the Canadian government uses. They have one man at Fort William doing nothing else but measuring cars for outturn weights.

We have many fictitious claims for shortage every year. A lot of the shippers do not weigh the grain. Our measurement does not leave them any argument.

MR. SCHMITZ: You must take the test weight and note whether the car ran 200 or 500 miles. You have noticed how easy it is to take the grain door out on a cross town movement. How fine it would be if the carriers would weigh the grain also on a track scale.

MR. ARMSTRONG: Nearly all of the country shippers in the Southwest weigh the grain. We deliver the weight cards to the grain firm.

B. H. JOHNSON, Kansas City, Mo.: If there is a difference of 200 lbs. the weighmen are instructed to examine the weighing facilities and the condition of the car.

MR. JUNEAU: We call up the inspection department to get the test weight for estimating the weight of the carload.

MR. LADD: Oats give us much trouble in estimating the weight.

MR. SCHMITZ: Oats in a deep bin will sink 5 or 6 ft.

H. L. GOEMANN, Mansfield, O.: The estimates are more satisfactory on grain from terminal houses, as the greater fall packs the grain in the cars.

MR. SCHMITZ: The test weight is absolutely necessary for estimating the weight.

## OFFICIAL WEIGHTS FOR INTERIOR POINTS

MR. GOEMANN read a paper on "Proper Rules and Regulations Governing Weights at Small Points." His plan is to establish official weights at the small interior points so that the railroad companies will recognize those weights just as they do the weights of the large terminal markets. "We ought to be able to draw up regulations that might be applied to country points and the smaller markets. It will have a bearing on the settlement of claims.

"There may be some way we can help shippers who have no chamber of commerce at their city to exercise supervision over weights."

R. R. De ARMOND, St. Louis: One concern wanted us to send one of our weighers to him so that with a federal grain inspector he could get the business direct and cut us out. It has finally come about that weights by the superintendent of a plant will not be accepted. This mill I mentioned had it in mind to buy on St. Louis terms.

MR. GOEMANN: You would be foolish to grant it.

It was moved and adopted that the matter of drawing up regulations for submission to the carriers be referred to the standing contact com'tee, consisting of Schmitz, King and Juneau.

MR. GOEMANN read figures of the number of box cars of different capacities, and which are published in his report for

the Transportation Com'tee of the Grain and Feed Dealers National Ass'n elsewhere. Adjourned for luncheon.

MR. SCHMITZ: With regard to official weights at interior points it is necessary to settle the status of the deputy weighmaster.

MR. GOEMANN: The industry would furnish the local chamber of commerce with the money to pay the weighmaster. At Mansfield I am not able to get my weights

Standing, Left to right: H. L. Goemann, Mansfield, O.; C. A. King, Chicago, Ill.; R. R. DeArmond, St. Louis, Mo.; M. J. Meeker, St. Louis, Mo.; W. H. Byrne, Chicago, Ill.; P. D. Connors, Buffalo, N. Y.; B. O. Greer, Nashville, Tenn.; J. A. Hallam, Cincinnati, O.; J. A. Schmitz, Jr., Chicago, Ill.; C. F. Hawkenson, Chicago, Ill.; B. H. Johnson, Kansas City, Mo.; C. W. Wright, Portland, Ore.; Paul Larson, Sioux City, Ia. Seated: Clay Johnson, Peoria, Ill.; J. A. Schmitz, Chicago, Ill.; P. P. Quist, Minneapolis, Minn.; Sec'y-Treas. R. Clark, Omaha, Neb.; Pres. M. H. Ladd, Milwaukee, Wis.; Vice-Pres. H. A. Juneau, Superior, Wis.; T. B. Armstrong, Kansas City, Mo.; D. H. Larkin, Baltimore, Md.; C. G. Stoddy, Des Moines, Ia., and Samuel Holder, Indianapolis, Ind.





corrected. I am trying to upset that practice. Detroit is listed in the tariff of the carriers altho it has but one grain industry, the Commercial Mills, and there are larger grain markets such as Buffalo that are not included in the tariffs.

MR. JOHNSON moved that the matter of defining standard weight supervision at the smaller markets as desired by Mr. Goemann be taken up at a meeting of the contact committee.

MR. GOEMANN: The weighman at Alva, Okla., ought to be told *not* to use on his weight certificates the designation "Member of the Terminal Grain Weighmasters Ass'n."

MR. DeARMOND moved and PAUL LARSON, Sioux City, seconded, that O. E. Bailey at Alva be cautioned to desist, and that the by-laws be amended to provide that no member use the name of the Ass'n on any weight certificate. *Carried.*

B. H. JOHNSON: We seal our test weights once a year.

M. H. LADD: Once every two or three years is often enough if the weights are used at only one elevator, but more often if the test weights are handled often.

#### SHIPPERS WEIGHT CARDS

J. A. HALLAM, Cincinnati, O.: I got a card, but the party unloading at a mill in the Southeast wrote "after cleaning there was 'so much' wheat." It is the practice in many of the small mills to clean grain before weighing.

MR. ARMSTRONG: In one year on 5,250 cars shipped from interior Kansas markets and having weight cards tacked on the shortage at destinations was an average of 134.2 lbs. per car, while the shortage on cars unloaded at nearer points in Kansas was 119 pounds average. We do not get as many cards as we should, and now we put two cards in, one on each door. We are glad to have this co-operation.

MR. QUIST read an interesting history of how government inspection and weighing of grain came to be established in Minnesota.

#### TRIMMING CARS

C. A. KING, Chicago, Ill., spoke on "The Trimming of Cars, and Physical Examination of Cars Loaded Out," as follows:

Down South they have considerable trouble with grain slopping over grain doors.

Interstate Commerce Commission docket 9009, contains rules for the handling of bulk grain in Appendix No. 4, and Item No. 13 reads:

Trimming grain in cars.—The loader of bulk grain is required to trim (level) the grain in car to determine whether grain doors have been applied to a sufficient height, thereby preventing any leakage over grain doors by the shifting of the load during transit and to insure proper distribution of the weight in the car.

Item No. 14.—Inspect car after loading.—Again inspect each car after it is loaded, to be certain that it is grain tight and that the doors have been properly installed and sufficiently braced.

It looks like there is not much attention paid to these rules, the car is loaded high in the ends or in the center, the man gets in to trim same and will pull down enough to cover up the light chaff and dust, and that is as far as he goes instead of making same level.

The sampler comes along, gets a sample then the door is closed and sealed, then some places they inspect the cars for leaks, others do not, all they do is to take the seal records and expect the car coopers or the railroad repair man to try the cars for leaks but they cannot see the grain in the cars after the doors are sealed.

Why should not the out going cars get the same supervision as the inbound cars?

When a grain inspector out in the yard gets a sample, he make a report if the car is leaking. Then when it gets to the elevator the car is inspected for leaks and height of grain and same is reported.

I would like this body to pass a resolution to the effect that when cars are loaded, they

should be inspected in regard to trimming and leakage as required by the above items.

MR. LADD: If a car was furnished for grain loading it is supposed to have the official O. K. of the carrier for grain loading.

MR. GOEMANN: The American Ry. Ass'n got out a cut to show the proper loading of grain and I wired Mr. Gormley that I was opposed to it, and he agreed to discontinue it. They distributed 87,000 of these posters to load to leave 24 inches, properly trimmed and leveled to enable the inspector to take a proper sample. We can and should have every traveling freight solicitor use the original cut.

MR. HALLAM: The railroad companies stress the loading to load limit, but if light weight grain is loaded to load limit you have too much grain in the car for proper sampling.

MR. GOEMANN: I called the attention of Mr. Gormley to a speaker who neglected to mention leaving 24 inches above the grain for proper sampling.

MR. KING'S resolution that cars, after loading, should be inspected for trimming and leakage as required by items 13 and 14, was adopted.

MR. ARMSTRONG: I move the rules be suspended and our present officers be re-elected by acclamation. *Carried.*

OFFICERS so re-elected are M. H. Ladd, Milwaukee, Wis., pres.; H. A. Juneau, Superior, Wis., vice-pres., and H. R. Clark, Omaha, Neb., sec'y-treas.

C. G. STOODY, Des Moines, Ia.: How about using a 10-inch door board at the top?

MR. HALLAM: The more grain doors you have the more cracks you have.

MR. KING: A 10-in. door is all right at the top, but not for reinforcement.

MR. HALLAM: If the grain door is sound and strong one board is enough.

MR. GOEMANN: There ought to be some regulation how far that heavy door should extend. Above the 24-inch line you could use the lighter board.

Adjourned.

**Weighmasters and Chief Grain Inspectors in Attendance Were:** T. B. Armstrong, ass't chief grain inspector of Kansas, Kansas City, Mo.; A. A. Breed, chief grain inspector, Chamber of Commerce, Milwaukee, Wis.; Harry R. Clark, chief grain inspector, Grain Exchange, Omaha, Neb.; P. D. Connors, chief grain inspector, Corn Exchange, Buffalo, N. Y.; R. R. De Armond, Merchants Exchange, St. Louis, Mo.; B. O. Greer, Nashville, Tenn.; J. A. Hallam, chief inspector and weighmaster, Board of Trade, Cincinnati, O.; S. A. Holder, chief inspector and weighmaster, Board of Trade, Indianapolis, Ind.; Lee D. Irving, chief grain inspector, Board of Trade, Louisville, Ky.; B. H. Johnson, Kansas chief state grain inspector, Kansas City, Mo.; Clay Johnson, weighmaster, Board of Trade, Peoria, Ill.; H. A. Juneau, state weighmaster of Wisconsin, Superior, Wis.; C. A. King, chief scale inspector, Western Weighing and Inspection Bureau, Chicago, Ill.; M. H. Ladd, weighmaster, Chamber of Commerce, Milwaukee, Wis.; David H. Larkin, chief inspector and weighmaster, Chamber of Commerce, Baltimore, Md.; Paul Larson, chief inspector and weighmaster, Grain Exchange, Sioux City, Ia.; M. J. Mecker, chief grain inspector, St. Louis, Mo.; P. P. Quist, State weighmaster, Minneapolis, Minn.; J. A. Schmitz, weighmaster, Board of Trade, Chicago, Ill.; C. W. Shelley, State grain inspector, Minneapolis, Minn.; C. G. Stoodv, Des Moines, Ia.; F. B. Tompkins, chief grain and scale inspector, Board of Trade, Peoria, Ill., and C. W. Wright, chief grain inspector, Portland, Ore.

H. H. Wickham of Chicago has arisen to a point of order to point out that the first bureau ever established in this country by President George Washington to dispose of surplus Revolutionary war goods is still intact. That's the history of all of these bureaus and departments, according to Mr. Wickham, and he is an authority. Once they are established they continue indefinitely to no good end.

## Measuring Cars and Estimating Weight

By H. A. Juneau, State Weighmaster, Superior, Wis., before Terminal Grain Weighmasters National Ass'n at Chicago

This subject of measuring cars and estimating weight of the contents is not a new one, but one that has been given considerable thought ever since weighing departments have been in operation. A common mistake that we have all made in the past is in confusing the results to be obtained with that of weighing over a scale. The real idea of course was to create some additional information of the contents that would be of value as an additional check on all of the work covering the unloading and weighing.

The work of supervision in any field of endeavor gets to be mechanical the longer one does it and hence requires the use of every safeguard plus eternal vigilance on the part of the worker in order that his work may be kept at a high standard of efficiency. I think that by measuring the depth of grain in cars we have added an additional safeguard to our work of supervision.

**Very Few Weights Questioned.**—The percentage of weights reported by a terminal weighing department on which no question of accuracy ever arises is very high, in fact so high that the number really questioned is very small, and the number on which any error is in reality made is practically negligible. And yet when you do discover one of these errors and realize that it could have happened regardless of your perfect set of rules and regulations covering weighing the thought may come to you "how many times has this happened and not been discovered due to the fact that no reason was shown why a shortage did exist?" and you will wonder what you could have done to prevent it. This is not looking for trouble but merely insuring yourself against it, and showing a desire to make your work so good that no one can question its results.

To figure weight by measurements two things are necessary, first to determine the cubical content of the car by securing the average depth of grain, and second determining the weight of each cubic bushel of grain in its packed form in the car. Both of these things are hard to do. On the first it means the developing of men who have the ability to measure and average up the depth accurately. On the second an average pack must be secured by research work that will be accurate enough within a small percent for the purpose sought. The exact amount that grain will pack differs according to the test weight, dockage, foreign material, etc., that the grain may contain. On the tables that we are using the average is that shown for 90 percent of the cars and within a five point radius.

A brief resume of what we have done is as follows: All measurements were taken with a steel tape, inside of cars was measured before unloading as follows, as to length—two places, as to width—five places, actual height of the grain was marked with chalk around the entire inside of car, showing the actual depth at every point in the car. Test weight was also taken at this time "in the dirt." The unloading and weighing was doubly supervised. After unloading the car was again measured the same as before and in addition the depth determined by showing every break in the load line around the car. This required from 14 to 20 depth measures from which an average of depth was secured. Proper allowances were made for the grain doors, grain above the rail, etc. After all of this data was secured it was worked up into the tables.

Percentage of pack was found by dividing the cubic bushels as shown by measure by the cubic bushels as shown by the outturn weight. Besides working out tables as to percent of pack, we also worked them up as to floor area, as to test weight, as to distance cars had travelled under load and also number of days under load. All of this with the idea of noting whether any of these factors had any bearing on determining the pack content. Some work has been done on other grains such as rye, barley, and oats.

We are now working out a chart form of table to show the weight of one inch depth of grain in every size of car in use at our terminal and for any test weight. I am trying to put this up in as compact a form as possible so that weighers can easily determine the approximate weight of cars as fast as they are set for unloading. In the matter of measuring depth accurately on unevenly loaded cars, I find that not every man has that ability. Some of them

[Concluded on page 543]



# Annual Meeting of Chief Grain Inspectors

President Harry R. Clark of the Chief Grain Inspectors Nat'l Ass'n called the 23rd annual convention to order at 10 o'clock on Oct. 13, in the Sherman Hotel, Chicago, with just about half of the members present. He referred briefly to the news letter, and the program and reported the addition of 4 new members during the year.

SEC. LARSON'S REPORT showed: Cash on hand Sept. 15, 1929, \$63.22; dues, received \$40.00; total \$103.22. Disbursements amounted to \$34.60, leaving a balance on hand of \$68.62.

Applications for membership were received from Ralph Brissenden, Missouri State Warehouse Commission, Kansas City; B. H. Johnson, Chief Grain Inspector, Kansas State Grain Insp. Dept., Kansas City; B. O. Greer, Chief Grain Inspector, Nashville, Tenn.; and C. W. Bovard, Chief Grain Inspector, Burlington, Iowa.

His report showed that the convention voted to change sieve for sieving foreign material from shelled corn from 12/64 inch round perforations to 10/64 round perforations, and to change the proposed standards offered at the meeting in Omaha on Oct. 11, 1927, to read in the foreign material column as follows: For No. 1 corn, 2% foreign material; No. 2 corn, 3% f. m.; No. 3 corn, 4% f. m.; No. 4 corn, 5%, and No. 5 corn, 6% f. m.

A motion was made at the 1929 meeting to appoint Mr. Brissenden to present this resolution to the survey committee that had been appointed by the Sec. of Ag. of the U. S., and which was to hold a meeting in St. Louis on Oct. 17 or 18.

The secretary's report also also showed who had been elected as officers for the year 1929-30, together with the names of those in attendance.

AT THE CONCLUSION of the secretary's report, it was voted to hold an afternoon session in order to finish the program, in one day, instead of having two morning sessions as had been planned. It was later found, however, that the entire program could be completed in the one session and the members voted to stay until the business was finished.

ALBERT F. NELSON, member of the Board of Review of the U. S. D. A., talked interestingly about grain handling and inspection methods on the Pacific Coast.

He said that one of the problems on the coast arose from the fact that much of the grain was sacked and sampling sacked wheat was different from sampling it in bulk. Much of the wheat is heavily infested with smut, some of the receipts running as high as 40 per cent smutty.

Efforts are constantly being made to induce the farmers to treat their seed and while some are still using the old formaldehyde treatment, they are coming more and more to the use of copper carbonate.

As wheat is not harvested until it is dead ripe and as it is hard and flinty, damaged kernels don't run more than two-tenths of 1 per cent.

Strenuous efforts are being made to reduce the number of varieties of wheat grown in this Pacific Northwest and Federation is being generally adopted.

He was asked as to what percentage of the smutty wheat was washed and what scoured and he said that depended upon the season and the market. All would be washed if that would answer.

Wheat is usually very dry, being left in the fields until it is dead ripe and it only carries 7 or 8 per cent of moisture.

D. A. COLEMAN, of the U. S. R. A., told of some recent developments in the

matter of Rapid Moisture Testing Apparatus. A complete resume of his paper will be found elsewhere in this number.

PRES. CLARK said double shelled brass grain triers were not proving satisfactory and he reported having written the makers asking if they had experimented with other metals than brass and he was told that the matter had been considered but that thus far no other metal tubing had been found that was carried in stock.

He said that with the larger cars he did not know but that triers should be made about a foot longer. Objection to this suggestion was made, however, because of the difficulty of securing a proper sample with a longer trier when the car was loaded to within 24 inches of the roof.

MR. ENGLISH of the U. S. D. A. said that they had tried triers made of steel and that they were very unsatisfactory. He also said that the average life of triers in use by the U. S. was about two years and that their men averaged about 1500 cars a year.

The question of size of opening was discussed, some wanting them made larger, but that was objected to as it would make them weaker and more liable to damage.

NEW MEMBERS introduced included C. W. Bovard, of Davenport, Ia.; Chas. Clawson, of Sheldon, Ill.; T. J. Brown, of Grand Forks, N. W., and C. W. Wright, of Portland, Ore.

J. W. FRAZIER, managing director of the Philadelphia Commercial Exchange, talked about the Federal retirement act, and the application of something similar for the members of the Ass'n. In the course of his talk he told what he had learned about retirement insurance as offered by the Penn. Mutual Insurance Co., and after some further discussion it was moved that the membership be circularized to inform them as to what could be done in the way of procuring retirement insurance.

PRES. CLARK told the members that if the news letters were to be continued, dues would have to be increased or the organization would be confronted by a deficit, and on motion, the dues were increased from two to three dollars a year. After this vote was taken the news letter matter was discussed further and on motion of Mr. Frazier it will be discontinued, provided an arrangement can be made with general field headquarters to carry news items from the inspectors in their bulletin.

OFFICERS RE-ELECTED. After two different nominations for president had been made, it was moved and unanimously carried that the secretary be instructed to cast the vote of the association for the present officers, and they are: Harry R. Clark, Omaha, pres.; John H. Frazier, Philadelphia, v. p., and Paul Larson of Sioux City, sec.-treas. The directors are: S. A. Holder, D. H. Larkin, F. B. Tompkins, A. A. Breed, Lee D. Irving, and P. D. Connors.

## Registration

The following members were registered for the meeting:

T. B. Armstrong, Kansas City, Mo.; A. A. Breed, Milwaukee, Wis.; C. W. Bovard, Burlington, Iowa; Thos. J. Brown, Grand Forks, N. D.; H. R. Clark, Omaha, Nebr.; Chas. Clawson, Sheldon, Ill.; P. D. Connor, Buffalo, N. Y.; A. F. Evenson, Minneapolis, Minn.; John H. Frazier, Philadelphia, Penn.; B. O. Greer, Nashville Tenn.; J. A. Hallam, Cincinnati, Ohio; A. E. Hawn, Chicago, Ill.; S. A. Holder, Indianapolis, Ind.; Lee D. Irving, Louisville, Ky.; L. M. Jeffers Sacramento, Calif.; B. H. Johnson, Kansas City, Mo.; Paul Larson, Sioux City, Iowa; D. H. Larkin,

Baltimore, Md.; M. J. Mecker, St. Louis, Mo.; F. B. Tompkins, Peoria, Ill. and C. W. Wright, Portland, Ore.

Representatives from the U. S. D. A., included A. F. Nelson, R. T. Miles, J. H. Edwards, and H. P. English from the Chicago offices, and H. J. Beasley, D. A. Coleman, and W. H. McDonald from Washington. Others registering included R. H. Hix, C. C. Hurst and H. B. Olsen, all of Chicago.

## Measuring Cars and Estimating Weight

[Continued from page 542]

show a high percentage of accuracy, others vary from one extreme to the other, while others are consistently either strong or weak in their work. All of this I believe can be ironed out so that only those whose work is satisfactory are used in this work.

Value of this work.—First, it compels the weigher to look over carefully the inside condition of every car as well as the contents. Any irregularities in the load line or defective condition of the side of the car is at once detected. After car is unloaded and contents are in the scale, if outturn weight does not conform to the measurement reported, it provides a reason for a careful recheck of all of the handling before the grain is released to the house. Both of these reasons are enough to warrant this extra work. On country movements where large differences may be claimed it acts as an additional check on the scale weight by showing that the car could not have contained the amount claimed at time it was set for unloading. A like check is also available on the car ahead and the one immediately following the one in question by showing that regardless of the fact that they may be extra large loads they did not receive credit for any grain belonging to any other car. This depth measurement clears them all nicely. If any error is made in the unloading and goes unnoticed it helps bring this to the weighers' notice by showing short. This has happened several times with us and has aided in straightening out the weight.

## In the Desirable Elevator By Observer

KEEPING motors clean and well lubricated reduces the fire hazard and may prevent a shutdown.

OUT OF DATE or worn out elevator equipment is the most expensive you can operate. The cost of operation and repairs combined with delays and loss of business will soon exceed the cost of the latest and best power and labor saving equipment.

THE BEST manlift obtainable is the only one you should be willing to trust with the life and limbs of yourself or your employees. It is by far the cheapest in the long run and can be depended upon to relieve you of a world of worry and maybe of a lawsuit.

DO NOT let your competitors win your most desirable customers with truck dumps, large receiving sinks and rapid handling legs. Keep your plant right up to the minute and your kindly consideration for all customers will win some new trade as well as hold the old.

RUNNING around an elevator with an oil squirting can may delight the operator who is satisfied with old style plain bearings, but the time, labor, oil and power wasted will cost much more than the best anti-friction bearings obtainable. The cost of installing modern bearings is paid but once, while the waste incurred in the operation of the old bearings is repeated day after day. The extravagant maintenance of out of date equipment is ruinous.

WHFN the contract for a carefully planned elevator is let to a contractor who understands the daily needs of the elevator operator, a time and labor saving house invariably results. It pays to provide complete plans and specifications of what is wanted, then the experienced contractor can readily gain a definite knowledge of exactly what the owner has in mind. There is no guesswork about the job, so the buyer gets a satisfactory elevator well suited to his needs.



## A Bin Temperature System in a Kansas Elevator

Convinced by experience of the value of a thermometer system in every elevator so that the condition of grain in store may be determined at any time, the Kansas Milling Co. assured itself such protection by having the Zeleny System installed in its new elevator at Montezuma, Kan.

Except when harvesting is done under ideal conditions the combine harvesters present a problem to all grain handlers. So many producers are over-anxious and get into their fields early that at the beginning of harvest elevator operators are over-run with high moisture grain or grain containing green berries and this constitutes a source of worry until the grain is finally inspected at destination. Should the harvest season be rainy as was 1929 in Kansas, the problem is prolonged. Little moisture will cause wheat to get hot and become heat damaged. A thermometer system protects the elevator man by warning him and giving him accurate knowledge of the condition of the wheat in his bins.

The house of the Kansas Milling Co. at Montezuma, is an odd appearing structure with its tall cupola rearing above the working floor and leg well, and the three step-like graduations of this to the farthest tanks. It is built of reinforced concrete, with six tanks and four interstice bins providing an aggregate storage capacity for 200,000 bushels. The tanks are 75 ft. high and the cupola rises 45 ft. above them. This tall cupola facilitates the spouting of grain to all bins by gravity. A modern distributor is used at the head.

One steel leg with 11-inch 6-ply rubber belt carrying 10x6 inch Superior DP Cups elevates 4,000 bus. per hour. The leg is operated by a 15-h.p. G. E. enclosed motor, transmitting its power thru a belt to a jack-shaft and thence by roller chain to the head shaft.

A turn-head is arranged under the 8 bu. Richardson Automatic Scale so that the weighed grain may be emptied into the loading spout or into either of two interstice bins. Sometimes it is desirable to weigh up grain in the house and use of this turn-head and the two interstice bins makes such weighing possible with minimum labor.

The Zeleny Thermometer System reading room is on the working floor in the cupola, easily reached thru use of the safety man-lift. It has a heavy door to protect it from the dust stirred up by grain falling thru the distributor and turn-head, or aroused by the automatic scale. Grain from the bins is dropped into a screw conveyor which is operated by a 5 h.p. enclosed motor.

The house is designed so it may be operated by one man. The driveway and the office are in a lean-to on the south side of the elevator. In the driveway is a 15-ton truck scale. An all steel Kewanee Truck Lift is hung on the front part of the platform of this scale and in the back part of the platform is a steel grate thru which grain is emptied to the dump sink. Weighing, dumping and weighing back is done without the truck or wagon moving from the scale platform.

The elevator is set some distance from the other elevators in town, giving it plenty of room for cars. It was built by J. T. McDowell. R. L. Monninger is its efficient manager.

The first shipment of wheat to leave Montreal for South America was taken recently by the steamship Ascot for Rio de Janeiro, Brazil, which had delivered a cargo of Argentine corn. The wheat cargo consisted of 206,532 bus. No. 1 and No. 2 northern.

## The Western Grain Rate Case

Address by John E. Curtiss, former chairman of the Nebraska State Railway Commission, before Grain and Feed Dealers National Ass'n at Chicago.

In 1925, the Congress of the United States passed a joint resolution, known as the Hoch-Smith Resolution, directing the Interstate Commerce Commission to take action relative to adjustments in the rate structure of common carriers subject to the I. C. C. Act. Among other things, this Resolution states "That it is hereby declared to be the true policy in rate making to be pursued by the Interstate Commerce Commission in adjusting freight rates that the conditions which at any given time prevail in our several industries should be considered insofar as it is legally possible to do so, to the end that commodities may move freely." Furthermore, the Commission was directed to make a thorough investigation of the rate structure of common carriers \* \* \* to determine "to what extent and in what manner existing rates and charges may be unjust, unreasonable, unjustly discriminatory or unduly preferential \* \* \*."

And then this interesting mandate is found in the concluding paragraph of the Resolution: "In view of the existing depression in agriculture" the Commission is directed to make "such lawful changes in the rate structure of the country as it will to promote the freedom of movement \* \* \* of the products of agriculture affected by that depression \* \* \* at the lowest possible lawful rates compatible with the maintenance of adequate transportation service \* \* \*."

And that's an interesting and complicated bit of instructions. Just what the resolution might mean was violently debated by lawyers, traffic experts, economists and others thruout the country. But it was a mandate of our federal congress, and the letter and spirit of the law must be complied with, insofar as it was ascertainable.

**Reorganization of the Rate Structure.**—It was generally recognized by all those familiar with the freight rate structure of our country, that many unjust, unreasonable, and unjustly discriminatory rate situations existed, imposing undue burdens, or giving undue advantage as between various localities and parts of the country, and the various class of traffic. Like Topsy, our rate structure had just somehow "grewed up." A special committee of the U. S. Chamber of Commerce, reporting on November 14, 1923, said:

"It cannot be claimed that the railroad freight rate structure of the United States has ever been organized on a scientific basis, or that it has ever been systematically revised with the purpose of eliminating disparities. The great economic changes incident to and resulting from the war have created additional disparities resulting from horizontal rate changes, from the dislocation of relative price levels and from increases in labor costs and terminal expenses which have borne with greater weight on some classes of traffic, than others."



200,000-bu. Elevator of Kansas Milling Co., at Montezuma, Kan., Equipped with Bin Temperature System

In April, 1922, the report of the Joint Commission of Agricultural Inquiry, House Report, pp. 408, 67th Congress, was in part as follows:

"The transportation rates on many commodities, more especially the products of agriculture, bear a disproportionate relation to the prices of such commodities; there should be immediate reductions in transportation rates applied to farm products and other basic commodities."

And President Coolidge in his message to Congress, December 6, 1923, said:

"Competent authorities agree that an entire reorganization of the rate structure for freight is necessary. This should be ordered at once by Congress."

So the overwhelming task of giving consideration to proper relationship of rates as between the various commodities, and various localities of the United States, together with the reasonableness of the rates involved was undertaken. Thirteen separate investigations respecting the rates and conditions surrounding the movement of thirteen major commodities have been started.

**Voluminous Data.**—In the grain case, hearings were held in every section of the Western District, extending over a period of many, many months. Over 60,000 pages of transcript were taken in this one case. Thousands of complicated, complex exhibits were introduced, and thousands of pages of briefs were submitted.

For a period of three continuous weeks, argument was had before the entire membership of the I. C. C., and members of the co-operative state commissions com'ite. It was the longest argument ever made before the Commission. Outstanding traffic counsel of the United States presented aggressively, and comprehensively conflicting views respecting the many major problems involved in this grain rate case. And so, the matter was finally submitted to the Commission and its staff of experts for final answer.

This one investigation brought to the surface, for answer, not less than twenty major problems related to the rates and practices under which grain and its products move. Each of these major problems was of sufficient importance to justify separate and independent consideration.

**Uniform Scale.**—One of the first questions to be answered was whether a uniform scale for the entire western district, i. e., everything west of the Mississippi river, but including Illinois, should be adopted. If not, what scales should be applied, and what grouping of states should be made. Quite naturally, each state was insistent that, if a uniform scale be not adopted, it be given at least as low a rate as any other state. The Commission did not view with favor the uniform scale for the entire District, but established different scales for different groupings.

The Northern tier of states, particularly Montana and North Dakota, complained of Canadian competition, and pointed to the highly advantageous rate afforded Canadian wheat farmers, as compared with the farmers in their states. The handicap of the farmer in the United States is recognized. It is a difficult situation to meet. In I. & S. Docket 2469 the I. C. C. said:

"It is shown of record that the Dominion of Canada aided in the construction of the Canadian Pacific by giving that company \$25,000,000 in cash, 25,000,000 acres of land, certain completed lines of railroad, a monopoly in certain territory for twenty years and perpetual exemption from taxation by the Dominion or any province established after 1881 \* \* \* In 1924 the Great Northern with 8251 miles of track paid more taxes than were paid that year by all the railroads in Canada having in excess of 40,000 miles of track. That carrier represents that if its taxes were reduced to the amount per mile paid by the Canadian roads, it could reduce every rate on every commodity on its system 9% and preserve its present net income."

While it was not possible to grant the Canadian rate, no doubt all possible consideration was given in prescribing the rate level for this group of states.

**Dual System of Rates.**—One of the most vital problems before the Commission centered around the consideration which should be given the markets in building a rate structure. At the present time, a dual system of proportional rates with rate breaks on the primary markets, and overhead rates with transit balances from the markets exists. It seems apparent that a rate structure which provides for two different rates in the same commodity, between the same



points, certainly involves confusion. Testimony, and argument, showed wide difference of opinion as to whether any consideration should be given the markets. Counsel for the different markets insisted that the structure must provide reasonable gathering, or inbound rates, to the market, and a schedule of proportional rates equalizing the different markets, that they might compete with each other for the farmer's grain, for movement beyond the first primary market. They pointed out that a rate structure which equalizes the different markets, makes for competition in the purchase of grain, and must result in a better price for the producer. Others insisted that there was sufficient competition within a primary market itself, to force payment of the highest possible price, and that a mileage scale, which naturally would leave each market in complete control of its trade territory, was most desirable. Respecting this, the Commission finds "That the practice of contemporaneously charging both proportional rates and transit balances subjects the shipper under proportional rates to undue prejudice and disadvantage, and gives to the shipper under the lower transit balance an undue preference and advantage." The carriers, accordingly, are directed to provide a schedule of through rates on the basis of gathering rates to the primary markets and proportional rates beyond. Overhead through rates less than these combinations shall be cancelled. Personally, I feel that this manner of rate structure is of benefit to the farmer producer. Certainly there must be markets where a price for grain is constantly maintained. It must follow that the greater the competition for the farmer's grain, the greater his opportunity for as favorable a price to him as possible.

Furthermore, rates must be definite and certain, and the rate break system, providing a rate break on the primary market, with inbound gathering rates, to the primary market, and definite specific proportional rates outbound provides this definiteness. This manner of rate structure is predicated on the theory that primary markets are important and necessary. If this conclusion is in error, presumably a mileage scale should be adopted.

**Transit Privileges.**—Another matter that received unusual attention, and concerning which there was a wide divergence of views had to do with so-called "free transit." Of course, there is no such thing as free transit. Somebody pays for the cost to the carriers of transit privileges. The problem centered around the question of whether the cost of transit should be based upon a separate charge for each transit afforded, as is now the case in certain states of the Northwest, or whether cost of transit should be buried in the basic rate, as is now the case in most of the states in the Western District. There can be no question but that in many instances, and particularly in certain sections, violent abuse of transit, and back haul and circuitous routing privileges, exists. The milling industry insisted that a separate charge of  $1\frac{1}{2}$ ¢ to  $2\frac{1}{2}$ ¢ per cwt. for transit would mean ruination, in that mills in the east, at point of consumption, not paying this charge, would be too highly advantaged for western mills to exist. Furthermore, it was argued that millions of dollars had been invested in this great industry in the West, under a so-called free transit arrangement; that this capital had been honestly invested; and that an arbitrary change in the rate structure should not be permitted when it involved confiscation of property. Others insisted that no embarrassment would come

to the industry as a result of the transit charge, and that it would mean an additional net revenue to the farmer per car of grain, equal to the amount of the transit charge, viz., \$15 to \$25 per car. Personally, I am confident that such a change would present immediate difficulties to the milling industry in the West; would deter further development of the industry in that part of the country where I think it belongs; and would gradually move the industry to the East. If this conclusion is correct, no advantage to the farmer would follow. First, he would be denied the privilege of doing business with his neighbor, close at home, and secondly, the additional revenue he realized in the first instance would be lost in freight rates involved in getting back home the offal—bran, shorts, and middlings which he must have for feed.

Members of the Interstate Commerce Commission were divided in their conclusions as to whether a separate charge for transit should be made. Those who favored making a separate charge, of course, contemplated a lower basic rate as a result thereof. The order provides:

"The carriers transit rules should provide for (a) a maximum of two free stops in transit plus one inspection of grain for storage, conditioning, and milling into its direct products, additional stops to be paid for at the rate of 2 cents per hundred pounds for each stop other than for inspection; (b) reasonable limitation of out-of-line and competitive routes and back hauls; and (c) elimination of little-used and obsolete transit provisions that serve mainly as a basis for unreasonable requests for transit and to bring censure upon transit tariffs generally. A stop at a primary market from which there are proportional rates will be viewed as any other transit stop.

"We find that present transit practices are unreasonable and unduly preferential and prejudicial to the extent they are not in harmony with the foregoing conclusions."

**Mixed Feed Products.**—It is my understanding that there are few mixed feed products which do not carry other than direct products of grain. No doubt that provision in the order will be extremely embarrassing to certain manufacturers of mixed feeds who will, no doubt, discover that their territory is very definitely restricted. Personally, I am of the opinion that an industry which has been built up under a certain well-recognized rate structure, should not be violently disturbed financially by a sudden and arbitrary change in that structure, which might even spell financial ruin.

**Relationship of Wheat and Coarse Grains.**—Another question of outstanding importance involved the relationship of the wheate rate to the rate on coarse grains. There are, of course, large corn producing states in the Western District. Coarse grains now move at 90% of the wheat rate. It is hard to justify from a transportation standpoint, a rate on coarse grains 10% lower than on wheat. Coarse grains are a lighter loading commodity than wheat. However, it is true that they have a somewhat lower value than wheat. The Commission had previously directed the 10% reduction of coarse grains under wheat. In the order now entered the Commission finds that "substantial justice can best be done to shippers of both wheat and coarse grains by one rate on both classes of traffic."

As a result of this action, Nebraska is the only important corn producing state in the Western District which secures any substantial reduction in coarse grain rates. The coarse grain farmers in Iowa, Wisconsin,

Minnesota, and Missouri, receive very substantial increases in rates to their principal primary markets.

**Effective Jan. 1.**—The order originally was to become effective Oct. 1. On motion of the carriers, effective date of the order has been postponed until Jan. 1. In the meantime, the carriers have signed a petition asking indefinite postponement of the effective date of the order, pending a reopening of the case and rehearing. Countless other individuals and industries also signed petitions asking for delay and reopening of the case with respect to certain of its phases. It is my understanding that the great majority of State Railway and Public Utilities favor making the provisions of the Commission's order effective at the earliest possible date.

Commissioner Woodcock, in his concurring report, estimated that the order involves, in the aggregate, a reduction to the carriers of the district affected, of \$15,000,000 per annum. While this is not a great sum for the entire Western District it represents net reduction. Leveling rates for the district has resulted in many increases. However, in certain sections where marked discrimination has existed for a long period of time, very substantial reductions take place.

It is interesting to note the wide difference of opinion exhibited on the part of the members of the Interstate Commerce Commission, respecting the different problems. While all of the eleven members of the Commission concur generally in the decision, a majority dissent—on different points.

Out of this one investigation, without question will come literally hundreds of other petitions and complaints and other investigations. That leads me to the thought that somehow we have a real problem before us, as men interested in a freight rate structure and a prompt handling of our freight rate problem, a real problem before us under our present setup.

**Commission Overburdened.**—We have a federal commission of eleven members who are completely buried with literally tens of thousands of investigations respecting matters of reparation and overcharges and undercharges and matters of tremendous importance. This investigation was started in 1925. Because of the enormity of the task and because of the fact that those eleven men were constantly confronted with thousands of other matters of minor and major importance, it has taken them years to get an order out.

[Continued on page 546]

## Addition to Transfer Elevator at Fostoria, O.

Among the interior points well located to handle grain in transit is Fostoria, O., on the N. Y., C. & St. L. R. R., where the Fostoria Storage & Transfer Elevator Co. began the operation of a 60,000-bu. transfer elevator 17 years ago.

Several years later reinforced concrete bins were added, bringing the storage capacity up to 325,000 bus., and this year there were erected 10 concrete tanks 25 ft. in diameter and 80 ft. high, with a capacity of 300,000 bus., making the present storage 600,000 bus. In the head house a new receiving leg with 8,000 bus. per hour capacity and a transfer leg with 5,000 bus. per hour capacity were installed, and the weighing facilities were improved by putting in a hopper scale of 48,000 lbs. capacity. A second car puller was installed so that cars can be pulled on both sides of the elevator. The loading capacity is 60 cars per day on three tracks, and the unloading capacity 50,000 bus. per day.

The installation of sacking equipment consisting of scale, sewing machine and bag conveyor makes it possible to load 5 cars sacked grain per day. Equipment also includes a 1,000-bu. per hour Randolph Drier, a 1,000-bu. per hour bleacher and large clipping and cleaning facilities.

Fostoria is well situated as a receiving and shipping point, having three east and west trunk lines, the Nickel Plate, B. & O., and Lake Erie & Western; and two north and south lines, the Toledo & Ohio Central and the Hocking Valley.

In the engraving herewith the dark tanks are those erected earlier, and they have been coated with a special preparation to keep out all dampness.



New Addition and Pre-Existing Annex with Working House of Fostoria Storage & Transfer Elevator Co., at Fostoria, O.



## The Western Grain Rate Case

[Continued from page 545]

It seems to me that serious consideration should be given by all of us to the question of a proper procedure in reducing the burden of the I. C. C. in connection with its daily task. I feel that there are many major problems in this case than were deserving of separate and individual consideration, and I think there were countless minor problems of tremendous interest to somebody or of tremendous interest to what relatively speaking, was a little industry, that could not be properly considered in this action because of the tremendous importance of outstanding major problems.

I think this problem of getting action thru our Federal Commission, and I have the greatest respect in the world for the Commission and its personnel, but I think this problem of somehow relieving them of a vast amount of detail that is now theirs, is a matter of serious interest to you and to me, as folks who are interested in the prompt handling of complaints and prompt attention being given the problem of the carrier, and industry, and the shipper.

## Large Storage Concrete Elevators in the Southwest

Grain dealers in the Oklahoma strip, the Panhandle of Texas, and southwestern Kansas have been building huge elevators so that a scarcity of cars will not stop receipts. It is plains country, admirably suited to large scale production of wheat with power farming equipment. Territories from which the elevators draw grain are large and trucks hauling from the combines in the harvest season make heavy demands on the storage and loading facilities of the grain dealers. Sometimes a shortage of cars, or insufficient switching facilities further complicates the problems of the elevator operators.

Another factor in creating the demand for large elevators has been the spread between the prices on cash grain and distant options, which have given very satisfactory storage charges for carrying wheat thru the winter.

Among the new concrete elevators finished just before the movement of the new

crop are two in the Riffe Bros. line, one at Goodwell, Okla., and the other at Stratford, Tex. They are duplicates, except for the offices, a new office building having been built to serve the house at Goodwell.

The Goodwell elevator, operated under the name of Farmers Elevator Co., is a 125,000



G. N. Mallett, Goodwell, Okla.

bu. reinforced concrete structure, 42x44 ft. on the ground, 100 ft. to the plate, with a 23½ ft. cupola and a 20 ft. boot well. On the south side is a 12x32 ft. driveway. The floor of the driveway and the work-floor are 4 ft. above the level of the ground.

The ten bins providing storage, range in capacity from 3,800 bus. to 20,300 bus. Four of them are large tanks extending from concrete hopper bottoms that form part of the foundation and basement to the plate. The remainder are interstice and overhead bins. All have steeply hoppers bottoms. In the driveway is a Kewanee all steel truck lift and steel grate. A steel butterfly valve diverts grain to either side of the divided sink. A 2 h.p. enclosed motor runs the compressor and the air tank is fitted with an automatic shut-off.

The leg is 142 ft. long, encased in steel. It has V buckets set on 9-inch centers and can elevate 4,500 bus. per hour. The leg is run by a 25 h.p. enclosed motor. Power is transmitted thru a silent chain to a jack-shaft, thence by roller chain to the head-shaft. A 10-bu. Richardson automatic scale weighs the out-bound grain. A G. W. turn-head, and steel spouting reduce the fire hazard. A G. W. manlift provides easy passage from the work-floor to the cupola. Improved electric starters and switches are used.

The handsome new office has two rooms, one of them a private office for G. N. Mallett, the manager. The receiving scale is a 10-ton double dial truck scale.

The company continues to operate its old 13,000 bu. studded elevator at Goodwell. The large number of bins provided by the two houses facilitates keeping different qualities of wheat separate. It is the policy of Riffe Bros. to fill these large capacity houses with cash wheat, hedging in the future markets thus getting the carrying charges on the grain.

Both of the new concrete elevators were designed and built by Chalmers & Borton.

## Protein for Baby Beef Calves

BY KEIRAN MORRISON

"Feeding, after all, is probably the biggest factor to consider" was one of the remarks of Professor E. L. Quaife, extension worker in the animal husbandry department of Iowa State College at Ames, after a tour of Iowa during which he examined a large number of calves being raised for baby beef as a project of 4-H calf club members.

Professor Quaife particularly emphasized the necessity of proper feeding of calves being raised for baby beef, but also stressed other points.

"The calves making the best gains are consuming as high as 20 to 24 pounds of corn or corn and cob meal per day. In addition, four to six pounds of barley, one and one-half to two pounds of linseed meal, and in some cases a pound of bran is being added to the above grain."

"A few still let their calves out on grass, and in such instances they might as well continue to do so, for in every case where a calf was still eating grass it was thin, because the boy or girl could not get it to eat enough of a dry nature to put on much of any gain. Most of the club members, however, seem to appreciate that pasturing is not satisfactory for baby beef calves if they expect to put on rapid gain and keep their calf in good condition."

The boys and girls who are carrying out this project will be the leading farmers of Iowa within a few years, and will be among the best customers of the feed dealers.

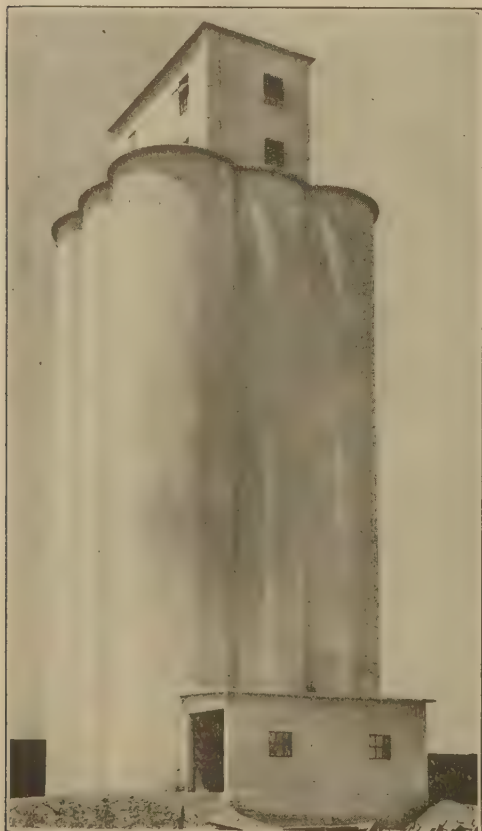
Thousands of calf club members all over the country are learning to feed the same as this group in Iowa. Many of them already know more about feeding than their fathers, and after their experiments in club work they will continue to feed scientifically. So the future of our beef industry depends largely on these youngsters, and it is up to us to encourage them and furnish them what support we can.

Most of them, of course, learn early that all calves intended for baby beef should learn to eat grain at four to six weeks of age. A mixture of four parts corn, two parts oats, and one part linseed meal is perhaps the best beginning ration. At the end of six months the oats should be omitted, to avoid growth at the expense of fattening. The calf should then be eating five to six pounds of grain a day. Baby beef does best when accustomed to grain from birth.

Earliest gains are cheapest. Baby beef should be on full feed from start to finish and never roughed along. Make every effort to hang onto the "milk fat" or "baby fat." Half-finished yearlings do not bring good prices and often cause a serious loss to the feeder. Growing the beeves too much and not fattening them enough, is one outstanding mistake of baby beef feeders. Oats should not be fed longer than six months.

Calves should not be started off without a protein supplement, but they should not be given too much at the outset. They should receive about one-half pound of linseed meal per day at first, this amount being gradually increased until the calves are on full feed. Some feeders use as high as three pounds a head per day early in the feeding period.

The July report of the Department of Commerce shows that while July exports of wheat only went to 24 different countries, exports of flour went to 77. Exports of wheat, however, totaled 11,934,388 bu., and exports of wheat as flour, figuring 4½ bu. to the bbl., only totaled 4,253,490 bu. Great Britain was the heaviest purchaser of both wheat and flour.



Large Storage Concrete Elevator of Farmers Elevator Co. at Goodwell, Okla.



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are welcome.

## CANADA

Winnipeg, Man.—Archibald, D. Chisholm, a former pres. of the Winnipeg Grain Exchange, died here, on Oct. 6, at the age of 73 years.

Vancouver, B. C.—On and after Oct. 6 the general offices of this company will be situated at 1331 Marine Bldg., 355 Burrard St., Vancouver.—Vancouver Terminal Co., Ltd.

Victoria, B. C.—The Victoria Terminal Elevtr. has been leased by the Alberta Wheat Pool for one year. The plant has a storage capacity of 1,000,000 bus. It is known locally as the Ogden Point Elevtr., and is owned by the Panama Pacific Grain Terminals, Ltd.

Port Arthur, Ont.—The new 3,500,000-bu. annex to the Richardson Elevtr. (as the Eastern Terminal Elevtr. Co.'s house is known locally) is progressing steadily and is expected to be in operation some time in December. (For details see Aug. 13 Journal.)

Port Arthur, Ont.—Construction work on the Union Terminal workhouse (replacing the one burned in June) and on the 1,000,000-bu. addition to the tank storage capacity is making good progress and is expected to be completed and the new additions ready to operate this winter.

Ft. William, Ont.—Two young men were sentenced to serve two years at hard labor in the Manitoba penitentiary when they pleaded guilty to stealing an automobile and 100 bus. of wheat, the latter being stolen from a box car in the railroad yards. The auto was stolen for the purpose of carting the grain. Both men had police records.

Guelph, Ont.—The Pratt Food Co. of Canada, Ltd., a branch of the Pratt Food Co. of Buffalo, N. Y., feed manufacturers, has purchased the Goldie Milling Co.'s plant here, having a daily capacity of 1,200 barrels of flour, which the Standard Milling Co. took over some time ago but suspended operations last Aug., since which time the mill has been idle. It is probable that a feed manufacturing plant will be added. The Pratt Co. conducts its Canadian business from Toronto, where it has a small plant. This business and the offices will be moved to Guelph.

## COLORADO

Denver, Colo.—A branch office has been opened in this city in the Cooper Bldg. by the Farmers National Grain Corp., with W. A. Talbot, an experienced grain man, formerly sec'y of the Salina Board of Trade, Salina, Kan., and recently in charge of the Wichita branch office of the corp., in charge. Harry A. Brickham, of Denver, will assist him.

McClave, Colo.—The alfalfa meal mill here, property of the Denver Alfalfa Milling & Products Co., of Denver, was badly damaged by fire on Sunday morning, Sept. 28; loss, about \$25,000. The warehouse, hay shed, wagons and a considerable stock of hay and meal were saved. Defective wiring was thought to have caused the fire. A new mill will be erected at once and it was expected that operations would be resumed in about 60 days.

## WHEAT and CORN

For "Peak of Service"

CONSIGN TO

ROCKY MOUNTAIN GRAIN and COM. CO.

Board of Trade Bldg., Kansas City, Mo.

## ILLINOIS

Lanark, Ill.—Elmer Zuck has installed a feed mixer at his feed mill.

Rockford, Ill.—A new 10-ton truck scale has been installed by the Rockford Grain & Milling Co.

Elwood, Ill.—Jim Tyler is changing over from gasoline to electric power thruout his plant.—A. R. S.

Lanark, Ill.—E. E. Johnson has installed a Jay-Bee Hammer Mill and re-wired his elevator.—A. R. S.

Exline, Ill.—Mr. Jarvis has purchased the Farmers Elevtr. Co.'s elevator here and will operate it.—A. R. S.

Taylor Ridge, Ill.—Wm. G. Dunlap, employed at the Farmers Elevtr. Co.'s elevator here for the last eight years, has resigned.

Walnut, Ill.—W. J. Kelly has accepted a position with the Walnut Grain Co., which operates a 125,000-bu. elevator at this point.

Havana, Ill.—W. F. Allison & Sons have installed in their elevator special equipment for the recleaning and conditioning of soy beans.

Merna, Ill.—The Merna Grain Co. is changing over to electric power. One 7½-h.p. 3-phase motor has already been installed.—A. R. S.

Rockford, Ill.—E. J. Feehery & Co., grain brokers and member of the Chicago Board of Trade, have moved their local offices to the Talcott Bldg.

Herscher, Ill.—John S. Karcher has been having alterations made at his elevator to permit the installation of feed grinding and molasses mixing equipment.

Dana, Ill.—R. A. Meils and A. M. Miller have remodeled their elevator and installed an attrition mill. Other new machinery was also added, including motors.—A. R. S.

East St. Louis, Ill.—The one-story brick building of the Calverley Feed Mills Co. burned at 2:15 p. m., Oct. 16; loss, \$25,000. Large quantities of feed and hay were destroyed.

Rooks Creek (Pontiac, p. o.), Ill.—The Rooks Creek Farmers Elevtr. Co. is further electrifying the mechanical operation of its plant, changing power units over from single phase to 3-phase current.—A. R. S.

Stockton, Ill.—The Stockton Farmers Co-op. Elevtr. Co. will put in additional machinery, move its attrition mill to the basement, add two motors to its power equipment and re-wire thruout in conduit.—A. R. S.

Monmouth, Ill.—Ralph Wells, Inc., has had its elevator remodeled and has installed a hammer mill. It is the intention of the company later to manufacture a full line of chicken feed and possibly molasses mixtures.

Bartelso, Ill.—The Bartelso Farmers Co-op. Elevtr. & Grain Co.'s new elevator is nearing completion. The hammer mill and the 40-h.p. electric motor arrived early in October. This company's west house was struck by lightning and burned early in August.

Peoria, Ill.—Guy F. Luke, confirmed bachelor, genial head of the Luke Grain Co., and Mrs. Helen M. Baker, of Milwaukee, Wis., were quietly married in Chicago on Oct. 18, leaving immediately for Hot Springs, Va., on their honeymoon. Watch the weather reports from Hot Springs.

Hillsdale, Ill.—Louis Fillmer, a farmer, also manager of the Farmers Shipping Ass'n for the past nine years, has been appointed manager of the Hillsdale Co-op. Elevtr. Co.'s elevator, effective Nov. 20, succeeding Homer A. Dailey, manager for the past seven years, who has resigned to devote himself to his farm.

Hickman, Ill.—L. B. Russell, of Hoopeston, paid \$32 for what remains of the grain elevator here, burned some time ago, principally the scales and office shack, when what was left of this town was sold by the auctioneer on Oct. 7. The railroad stopped its service here in 1910, and the town has been practically deserted for years.

Hammond, Ill.—We have sold our business at Hammond to Pittman & Livengood. Possession was given Sept. 25. Mr. Pittman has been hired to manage the Hammond Co-op. Grain Co., of this city, and he and Mr. Livengood have leased their property (the Horton Elevtr.) to the Hammond Co-op. Grain Co.—Horton Grain & Coal Co., J. H. Horton.

Springfield, Ill.—Suit has been filed in Federal Court against the Fernandes Grain Co., of this city, by F. W. Lensing, receiver for the defunct First National Bank of Taylorville, Ill., for \$15,000, Mr. Lensing alleging that Rolley Garland, reported to be serving time in Leavenworth, took this amount from the bank while he was a teller to buy grain from the company.

Spencer, Ill.—The transformation of an attached warehouse of the New Lennox Grain Co. at this place into a feed plant by the installation of a No. 3 Jay Bee Hammer Mill, equipped with a Dings Electro-Magnetic Separator, Kewanee Air Lift, operated by a fully-enclosed motor, and a Clow-Winter Head Drive Unit, has resulted in the complete modernization of this plant. All motors except the 60-h.p. motor driving the hammer mill are of the latest fully-enclosed fan-ventilated type, and a standard wiring installation assures safe and satisfactory operation.

## CHICAGO NOTES

Goudy Mayfield, head of the Mayfield Grain Co. and a member of the Board of Trade for 40 years, died, on Oct. 14, at a hospital in Washington. Burial was at Jacksonville, Ill.

The Archer-Daniels-Midland Co. has electrified its plant and installed a large Randolph Direct Heat Drier which is equipped also with an oil burner. This drier was put in for the purpose of handling soy beans at Chicago.

The Arcady Farms Milling Co.'s new combination concrete elevator, scratch feed and molasses feed plant addition, under construction at Riverdale, this city, is making good progress, the grain tanks having reached a height equivalent to 10 stories early in October. This plant was described in detail in the July 9 Journal, in the Feedstuffs department.

Trading in new style wheat, corn and oats futures became permissible Oct. 14, but there was no rush to transfer trades from the old to the new. The old contract is so much more favorable to those who have the hedge sold that they prefer to remain in the December or May futures as long as possible, especially in wheat, so that interest and trade in the "old" continues substantial.

## CHRISTENSEN GRAIN COMPANY

BUYERS and SHIPPERS

Strictly Country Run Corn and Oats

FORT DODGE

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IOWA



## INDIANA

Bedford, Ind.—The Lemon Milling Co. has installed a new cold process molasses feed mixing plant.—H.

Evansville, Ind.—The Union Elvtr. Co. is erecting a new boiler house to replace the one burned recently.

Mt. Vernon, Ind.—The Posey Seed & Feed Co. has installed a new feed mixer also a molasses mixer, and is now operating both of them.

LaFayette, Ind.—The Ralston Purina Co. has appointed Jesse Young, formerly in the grain business in Toledo, O., manager of its soy bean plant here.

Princeton, Ind.—Fred Antell, formerly of Garrett & Antell, has bot out the interest of Ford Garrett in the elevators at Princeton and Lyles, Ind.—H. H.

Odon, Ind.—The Odon Milling Co. is branching out into the manufacture of feeds, having recently installed mixing equipment and also a cold process molasses plant.—H. H.

Johnson, Ind.—The local elevator firm of Garrett & Antell has been discontinued, Ford Garrett taking over the interests here of his former partner, Fred Antell, of Princeton, Ind.—H.

Mooreville, Ind.—The Banner Roller Mills has dismantled its flour mill and remodeled the plant into a feed mill and elevator. The old steam power plant has been replaced with modern electric equipment.—H. H.

Scottsburg, Ind.—The Eberts Grain Co., which operates grain elevators in several southern Indiana towns, has bot from Floyd E. James, the owner, the flour mill formerly operated by Lee McHenry in Lexington township, and Mr. McHenry will operate the mill.

Buck Creek, Ind.—Burton Williams, of LaFayette, has bot the LaFayette Milling Co.'s elevator at this place and at Colburn (in the same county). They will be known as the Williams Elvtrs. and will be under the management of D. L. Williams, with headquarters at this place.

New Castle, Ind.—It is rumored that the Henry County Farm Buro Co-op. Dept. contemplates taking over possibly five grain elevators in the county, including one located at this point, with the aid of the Farmers National Grain Corp. Nothing definite has been done yet, but various plans of action are being discussed.

## IOWA

Greene, Ia.—The Farmers Elvtr. Co. is installing new scales, also enlarging its office building.

Avoca, Ia.—It is understood the Farmers Grain, Feed & Oil Co. contemplates installation of a feed mixer.

Lawton, Ia.—I have added coal to my side lines. Expect to build coal bins in the near future.—Hans Bremer.

Barnes, Ia.—The Farmers Elvtr. Co. has just installed a new hammer mill, also new 3-phase motors thruout.

Harlan, Ia.—The Harlan City Roller Mills contemplate installing a dump lift and other grain handling appliances.

Alvord, Ia.—Morrell Steintjes is the new manager of the Farmers Co-op. Elvtr. Co.'s elevator, succeeding Ray Buckingham.

Evander (Sheldon p. o.), Ia.—Frank Conner, of Boyden, has succeeded Morrell Steintjes as manager of the Evander Elvtr.

Grundy Center, Ia.—The Wilson Grain Co. is remodeling the plant, enlarging the capacity of the warehouse and increasing the office space.

Madrid, Ia.—Thieves opening the safe in the plant of Soderlund Bros. mishandled explosive, causing fire which did slight damage, on Oct. 5.

Ida Grove, Ia.—A new 16x32-foot stucco covered office with three rooms and furnace heat was recently completed by C. C. Crawford.—R. C. Hink.

Neola, Ia.—We recently installed a new truck scale and rebuilt the elevator leg, increasing its size and elevating capacity.—Ed. Burns, agt. Dawson Grain Co.

Harlan, Ia.—We have installed a new 20-ton truck scale and put in a new cement approach to our elevator driveway.—E. A. Kinsey, Trans-Mississippi Grain Co.

Council Bluffs, Ia.—The 250,000-bu. addition to the Burlington Elvtr., leased to the Flanley Grain Co., will be ready to operate as soon as the wiring is completed.

Cedar Rapids, Ia.—The Waconia Sorghum Co.'s mill was damaged by fire recently to the extent of \$2,000. Sparks from a nearby hammer mill spread to the main factory. The plant is being repaired.

Shelby, Ia.—Fred Shelby, who formerly operated an elevator at Muncie, Ill., now manages the Dow, Hale & Lerigo Elvtr. here. H. C. Hale, who was here formerly, is now in the Davenport office.

Harlan, Ia.—We have installed pancake flour manufacturing machinery. A little later we expect to install a new truck scale and another feed mixer.—L. H. Rasmussen, Harlan City Roller Mills.

Mediapolis, Ia.—Frank Wright, of the Wright Grain Co., is building an elevator here. He was formerly with the Farmers Elvtr. Co.'s elevator at Wapello, Ia.—J. G. Oertel, Trans-Mississippi Grain Co. (Burlington, Ia.).

Burlington, Ia.—The Monarch Mills is moving to the Heil Brewing Co. Bldg. and will put in additional machinery at the new location. Articles of incorporation for \$25,000 were filed by the company on Oct. 1.

Arthur, Ia.—We are installing a 20-ton truck scale, and enlarging our elevator driveway to accommodate the truck trade. These trucks are getting bigger and bigger.—O. F. McGonigle, agt. Trans-Mississippi Grain Co.

Rockwell City, Ia.—We have just completed covering our 20,000-bu. elevator with 28 gauge corrugated iron and a metal roof. We enlarged our office and painted the out-buildings at the same time.—Otto Zierke, Rockwell City Elvtr. Co.

Dayton, Ia.—We recently installed a Kewanee All-Steel Truck Lift and a 15-ton truck scale at our Northwestern Elvtr. A new office was built adjacent to the elevator at the same time.—E. R. Larson, mgr. Farmers Elvtr. Co.

Neola, Ia.—The office at the elevator of the Quaker Oats Co. has been raised 18 inches and a new foundation put in. The scale platform has been increased in size by 8 inches in length and 6 inches in width.—Fred W. Gardner, agt.

Ackley, Ia.—The Farmers Elvtr. Co. is erecting coal sheds to take the place of the big coal elevator which was in operation for several years but which did not work successfully. The new shed is to be 20x70x9 feet, the foundation being of concrete.

Minburn, Ia.—Joseph Pratt, of Fort Dodge, once mayor of this town, also owner and operator of an elevator on the site of the present Farmers Elvtr. Co.'s house, died early in October, at the age of 83 years. He is survived by his widow and four daughters.

Rockwell City, Ia.—The old 15,000-bu. elevator of the Farmers Elvtr. Co. has been torn down. The Farmers Elvtr. Co. and the Farmers Grain Co. were consolidated Sept. 15, and are now being operated under the latter name, with C. T. Hinton as manager.—C. T. Hinton.

Alton, Ia.—Klein Bros. Grain Co., operating elevators at this place, at Hospers and at Inwood, has made an assignment for the benefit of creditors, and M. D. Gibbs, of this place, has been appointed receiver. Heavy book accounts was given as the reason for the failure.

Peterson, Ia.—Roy S. Whitney, well known grain and elevator man of this place, is mourning the loss of his wife, who died unexpectedly at a Cherokee hospital, following an operation for appendicitis from which she was recovering nicely. Besides her husband, she is survived by two children.

Avoca, Ia.—The recently organized Farmers Grain, Feed & Oil Co. has bot the Centennial Mill Co.'s plant here and will install new machinery to facilitate grain grinding. It will also take over the Avoca Oil Co. and continue the business. Andrew Johnson, treas. of the Farmers Co., will be the active manager.

Cedar Falls, Ia.—The Cedar Falls Mill Co. organized here six years ago in an effort to continue the flour milling business in this city following the closing of the Waterloo & Cedar Falls Union Mill Co., was officially dissolved on Sept. 25. The company was never active after a few months' effort to revive the milling industry here.

Schaller, Ia.—We have bot the entire assets of the Schaller Produce Co., which had made an assignment for the benefit of its creditors. On Aug. 1 we also bot the elevator operated by the Kunz Grain Co. here, and are now operating two elevators, with a combined capacity of 85,000 bus.—Farmers Grain Co., S. W. Eastlack, mgr.

Davenport, Ia.—The Victoria Elvtr. Co., of Minneapolis, filed an application with the state board of railroad commissioners in Des Moines to operate a bonded warehouse at Davenport, also a \$150,000 bond. The elevator here has a storage capacity of 1,400,000 bus., and is already licensed under the Federal Government. The Iowa license was sought to broaden the scope of the company's business.

Winfield, Ia.—During an electrical storm in the night recently, lightning cut up some queer capers in the Winfield Elvtr. & Supply Co.'s office, according to appearances the next morning. The bolt apparently came in on the radio aerial, burned the lightning arrester, entered the radio, putting it out of commission and lifting the lid from the cabinet and throwing it on the floor. The office lights were burned out and papers and books scattered about the floor, but fortunately there was no fire.

Sheldon, Ia.—Thru the co-operation of the Federal Grain Inspection Service of the U. S. Dept. of Agriculture, the extension service at Iowa State College, the Lyon County Farm Buro and elevators of the vicinity, a grain grading school was held here on Oct. 15. Methods of grading grain, requirements for different grades, grain inspection and the newly developed method of grain inspection in transit were among the subjects discussed. A complete outfit of grain grading equipment, exhibits and movie films were provided for the meeting.

Sioux City, Ia.—Construction is just being completed on the new plant built by Worth-Mor Feed Mills, Inc., which modernized equipped structure has storage capacity for about 20,000 bus. of bulk grain and manufacturing capacity for about 8 tons of poultry and hog feeds per hour. These feeds are being manufactured under the brand "Worth-Mor", in script, across the face of a representation of a gold coin. Equipment in the plant includes two Sprout-Waldron Monarch Mixers, a Jacobson Hammer Mill with 75-h.p. motor, a Monarch Corn Cracker, an oat huller, feeders and other mechanical devices, all individually operated by improved motors. The company is composed of H. L. Sharp, pres.; G. A. Reikir, vice-pres.; D. C. Koon, sec'y, and C. M. Magoun, treas. W. D. McLean was the construction engineer.

## KANSAS

Delphos, Kan.—Ellis Paramore has installed new equipment in his poultry feed plant.

Athol, Kan.—The Farmers Elvtr. Co. has erected an annex to house a new feed grinder.

Burns, Kan.—The elevator of J. C. Lilley & Co. was slightly damaged by windstorm on Sept. 25.

Coronado (r. f. d. from Marienthal), Kan.—The capacity of the new elevator here operated under the name of the Wagner Grain Co. is 15,000 bus.—A. E. McClimans, mgr.

## HAROLD-WALLIS GRAIN CO.

## BOARD OF TRADE

## Wichita, Kansas

J. R. HAROLD

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Consignments and General Grain Dealers



Runnymede, Kan.—The west elevator of W. L. Botkin & Son was twisted by wind-storm on Sept. 25.

Anthony, Kan.—A light bulb came into contact with the cloth in a purifier and caused fire which slightly damaged the mill plant of the Kansas Flour Mills Corp. on Sept. 11.

Grinnell, Kan.—The Co-op. Mercantile Elvtr. Co. has installed a new feed grinder, having a capacity of about 160 bus. an hour, power being furnished by a 40-h.p. electric motor.

Ryus (Satanta p. o.), Kan.—A new rubber covered elevator cup belt 160 feet long has been installed in the elevator of the Security Elvtr. Co. here, the White Star Co. furnishing the belt.

Cedar Bluffs, Kan.—The C. M. Lofton Grain Co. has had York Hyatt Roller Bearing Boxings and other equipment installed in its plant, the equipment being bot from the York Fdry. & Engine Wks.

Pierceville, Kan.—The Security Elvtr. Co. has had a White Star Manlift and a new rubber covered elevator cup belt 170 feet long put in its elevator at this point. The White Star Co. furnished these supplies.

Wichita, Kan.—D. W. Platz, formerly assistant manager of the Liberal office of the Benton Grain Co., has succeeded Eugene Davis as manager of the Wichita office of that company, Mr. Davis having resigned to give his attention to his law practice.

Lewis, Kan.—The B. S. Huff Elvtrs., located at this point, at Centerview and at Hopewell, were closed on Sept. 30, due to the stockholders dissolving partnership. The stockholders were B. S. Huff, W. W. Dugger (manager of the Lewis elevator), J. R. Fatzer and Ben Bordewick.

Salina, Kan.—The L. E. Gridley Grain & Elvtr. Co. opened offices recently on the tenth floor of the United Life Bldg. A. J. McMahan will have charge of this office and Mr. Gridley will continue to look after the interests of the company in western Kansas, where elevators are operated at Page, Wallace and McAllaster.

Osage City, Kan.—The Fred Anstaett Elvtr. burned at about 8 p. m., Sept. 25; loss, estimated at \$14,000; partly insured. Sparks from a passing railroad engine were given as the cause. About 8,900 bus. of grain, consisting of wheat, corn and barley, was destroyed, only a small amount being salvaged. The elevator was owned by Mrs. Anna Klingberg, but has been operated by Mr. Anstaett for several years, who formerly owned it himself but sold to Ed Klingberg, and at his death a few years ago leased it from Mrs. Klingsberg. Mr. Anstaett is undecided whether to continue in the grain business or not.

## KENTUCKY

Burgin, Ky.—A. Voris, feed and grain dealer here, fatally shot himself recently at his home. Despondency over poor health was the reason for his act. He was 72 years of age.

Louisville, Ky.—The Gold Proof Milling Co., division of S. Zorn & Co., recently sustained a \$15,000 fire loss when its bag plant burned. Spontaneous combustion in a coal pile was given as the cause of the fire.

Louisville, Ky.—The Bingham Hewett Grain Co. has leased the Big Four Elvtr., having a capacity of 60,000 bus., from John R. Watts & Son, Mr. Watts retaining the storage warehouse. The Bingham Hewett Co. will continue operating the Kentucky Public Elvtr., but has moved its offices to the Big Four Elvtr. at Hancock and Franklin streets.

Henderson, Ky.—We have arranged to operate A. Waller & Co. here at Henderson and will do a wholesale grain business. We expect to deal mostly in wheat, corn and oats. We will not do a brokerage business.—Cottingham Grain Co., C. D. Cottingham. [Aaron Waller, pres. of A. Waller & Co., operating a line of elevators, died last April, as reported in the May 14 Journal.]

Flemingsburg, Ky.—The Flemingsburg Roller Mill, a three-story frame structure, was damaged by fire, on Oct. 2, to the extent of \$7,000; partly insured; the loss included a large quantity of grain and five earloads of seed just received and intended for distribution among farmers of this drouth-stricken section. The fire broke out on the second floor over the engine room, at 9 a. m. About 20 men were at work in the plant, but all escaped. The cause of the fire was said to have been either an overheated motor or defective wiring.

## MARYLAND

Cumberland, Md.—Sanford H. Buley, sec'y-treas. of the Buley-Patterson Co., Inc., the Buley-Patterson Sales Co. and the Buley-Patterson-Potts Co., all of this city, died, Sept. 12, at his home here.

## MICHIGAN

Onsted, Mich.—Molasses mixing machinery is being installed by Branch & Son, S. Howes, Inc., doing the work.

Vriesland, Mich. — Windstorm slightly damaged the elevator of the Farmers Co-op. Elvtr. Co. several weeks ago.

Ann Arbor, Mich.—The Ann Arbor Grain & Feed Co. is having a large molasses mixing system installed by S. Howes, Inc.

Houghton, Mich.—The Houghton Flour Mill has installed an attrition mill with 30-h.p., fully-enclosed pipe-ventilated motor direct connected to the mill.

Schoolcraft, Mich.—F. R. Gill has purchased a Jay Bee Hammer Mill, which will be protected by an electro-magnetic separator, for his feed mill here.

Battle Creek, Mich.—The Kellogg Co. has placed its staff of 2,000 employes on a five-day working basis, and as a result will add 300 men whom it would otherwise not be able to employ. This has been done to help relieve the unemployment situation.

Brighton, Mich.—A. C. Stewart has just erected a feed mill, 40 x 21 feet, at the rear of his flour and feed store and installed up-to-date equipment for custom grinding.

Merrill, Mich.—The Merrill Farmers Elvtr. Co. has recently placed an order for an electro-magnetic separator to be placed ahead of its Jay Bee Hammer Mill to take the iron out of the feed.

Alpena, Mich.—C. M. Davis, proprietor of the Alpena Roller Mills, has just installed one of the new attrition mills having a built-in electro-magnetic separator to eliminate tramp iron.

Battle Creek, Mich.—A. K. Zinn & Co. have installed a L. S. Drum type electro-magnetic separator ahead of their No. 4 Gruendler Mill to prevent fires and accidents which might occur from iron getting into the mill.

Chesaning, Mich.—About 25 bus. of beans was stolen from the Chesaning Grain Co.'s elevator during the night of Oct. 3. The cash register was also broken into, but the money, which was in sealed envelopes, was overlooked by the thief.

Port Huron, Mich.—The Chamberlain Bean Co., of this place, has affiliated with the Trinidad Bean & Elvtr. Co., of Trinidad, Colo., and the Chamberlain elevator and plant will be used, exclusively for bean storage and picking facilities for this section.

Stephenson, Mich.—The Stephenson Farm Bureau has added a feed mill and a warehouse building to its potato warehouse and has installed an O. K. No. 3 hammer mill with a built-in electro-magnetic separator. Mill is driven by a direct connected 40-h.p. motor.

Homer, Mich.—The Cortright Milling Co. is installing an electro-magnetic separator ahead of its attrition mill to eliminate the possibility of fire from metal in feed. This device will be operated off of a 125-volt direct current generator located in the power house.

Whittemore Lake, Mich.—The Whittemore Lake Elvtr. Co. is installing a hammer mill to be operated by a 40-h.p. direct-connected electric motor. The mill is equipped with a built in electro-magnetic separator to prevent iron from damaging the mill or creating a fire hazard.

Smyrna, Mich.—Ed. D. Engeman, editor of a newspaper at Belding, this county, has organized a company which has taken over the old Tebbel Mills here, which he expects to bring up to date in every way. Mr. Engeman will locate here and his brother, Hubert, will look after the paper.

Lawton, Mich.—A. K. Zinn & Co. have leased the old Michigan Central Elvtr. at this station which for some years has been used as a freight warehouse. Elevating machinery will be installed so that the bin capacity may be used as well as the warehouse capacity. This plant will be used largely for the storage of feeds. A 15-h.p. fully enclosed, self-ventilated electric motor will be installed to operate the machinery.

# WICHITA

"The Virgin Wheat Mecca"

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Adair Grain Co.

Wheat, Corn, Oats, Kafir

Sam P. Wallingford Grain Corp.

General Grain Business

James E. Bennett & Co.

Grain Futures, Stocks, Bonds, etc.

A. F. Baker Grain Co.

Corn, Kafir, Milo, Oats, Barley



Augusta, Mich.—The Knappen Co., who took over the Augusta Milling Co.'s plant about a year ago, is now operating 24 hours a day. A 30-h.p. electric motor was recently installed to assist the water power. Additional bin capacity has been constructed, and installation of copper cable lightning rods completed.

Fenton, Mich.—The Walcott Bros. Milling Co. has just replaced a 20-h.p. direct-connected feed mill with one of the new attrition mills having a 40-h.p., fully enclosed type ventilated motor. This mill is also equipped with one of the new built-in electro-magnetic separators for removing metal from the feed to be ground.

Daggett, Mich.—The Daggett Farm Bureau has just completed installation of a Jay Bee No. 3 Hammer Mill with a direct connected 40-h.p. motor. The mill is equipped with a built-in electro-magnetic separator to eliminate tramp iron. The company is also installing a 3-h.p. fully enclosed, self-ventilated motor to operate the seed cleaner.

Mason, Mich.—What remained of the Bement Feed & Supply Co.'s plant after the fire, following the lightning stroke in September, had to be torn down and rebuilding started from the foundation. The new elevator now under construction, will be six feet wider than the former structure and the bin capacity will be increased. Earl Whipple & Son have the contract. The new plant is expected to be in operation early in November.

Millington, Mich.—The Millington Grain Co. and the Michigan Bean Co. have consolidated their elevators in this town and the new firm will be known as the Michigan Bean Co. Thos. Gibson, who has been with the Millington Grain Co. for the past 16 years, will continue as manager. Earl Smith, who came here as manager of the Cass City Grain Co. about a year ago and later to the Michigan Bean Co., will be transferred to another location as manager.

Jackson, Mich.—Two young men recently came to the S. M. Isbell Co.'s place of business offering clover seed at such a low price that suspicion was aroused, an investigation started and the men, together with two others waiting for them at a bank, were arrested. They had in their possession several grain sacks of clover and alfalfa seed, that to have been obtained from a lumber yard at Chelsea, which had been broken into the night before. All four of the men gave their residence as Chelsea. About a week later two other youths were arrested while trying to sell 15 bus. of seed wheat, stolen from a farm near Homer, at a local elevator.

## MINNESOTA

Ostrander, Minn.—The Ostrander Feed Mill was totally destroyed by an exposing fire on Oct. 2.

Minneapolis, Minn.—Maney Bros. Mill & Elvtr. Co. has added a new 60-h.p. grinder to the equipment of its mill.

Elmore, Minn.—H. E. Owen and I. Tille, both of Minneapolis, have bot the Elmore Feed Mill from N. L. Thomas.

Mapleton, Minn.—J. M. Coggeshall, manager of the Equity Elvtr. Co.'s elevator, has been succeeded by Wm. Silvernale.

Thief River Falls, Minn.—A triple distributor was recently installed in the elevator of the Osborne-McMillan Elvtr. Co.

Perley, Minn.—The Lee Elvtr. Co. is installing a Strong-Scott Dump and a 15-ton scale, the J. H. Fisch Co. doing the work.

New London, Minn.—Chas. Bredberg, manager of the New London Milling Co., has taken over the Farmers Elvtr. Co.'s elevator here.

Grampian, Minn.—The Farmers Mutual Elvtr. Co. had its elevator repaired and painted. The T. E. Ibberson Co. had the contract.

Cobden, Minn.—A large feed mill and warehouse building is being erected adjacent to the Eagle Roller Mill Elvtr. here by the T. E. Ibberson Co. The equipment will consist of two legs, a 60-h.p. Jacobson Hammer Mill and a 60-h.p. diesel engine.

Rustad, Minn.—Repairs made at the T. M. Comer Elvtr. here included a new scale and a Strong-Scott Dump, the T. E. Ibberson Co. having the contract.

Howard Lake, Minn.—The Howard Lake Milling Co.'s plant recently damaged by fire is to be repaired and new machinery installed as soon as possible.

Brushvale, Minn.—M. S. Smith and E. J. Colliton, of Doran, owners of elevators at that place and at Kent, have bot the Farmers Elvtr. Co.'s elevator here.

Boyd, Minn.—Included in the equipment of the new feed mill just erected here for the Eagle Roller Mill Co. are a 60-h.p. Jacobson Hammer Mill and a 60-h.p. diesel engine.

Waldorf, Minn.—The new manager of the Waldorf Farmers Co-op. Elvtr. Co.'s elevator is Peter Rasmussen, who was formerly manager of the Hartland Elvtr. Co. at Hartland, Minn.

Franklin, Minn.—J. H. Anderson is dismantling the west elevator and salvaging the lumber for use in the construction of a new feed mill, replacing the one that burned recently.

Glencoe, Minn.—The Farmers & Merchants Milling Co. has just completed a 2,000-ton coal storage, a warehouse of eight cars' capacity and a new office building. The T. E. Ibberson Co. had the contract.

Duluth, Minn.—A. B. Starkey and J. A. Johanson are new members of the Board of Trade. G. K. Labatt, general manager of the St. Anthony & Dakota Elvtr. Co., Minneapolis, has applied for membership.

New York Mills, Minn.—I have sold out to C. B. Hultquist, of Ray, N. D. Mr. Hultquist takes over the place this week (Oct. 15), and will run it by the same trade name. —Mills Grain Elvtr., Yalmer Karvonen.

Wabasha, Minn.—Mr. Eastwood, who has been manager of the R. E. Jones Co.'s elevator at Malden Rock, Wis., for some time, has been transferred to this point, and will be traveling auditor for the company.

Duluth, Minn.—The Peavey Duluth Terminal Elvtr. Co.'s new 2,100,000-bu. storage addition is about ready to receive grain. These new tanks bring the total capacity of Duluth and Superior elevators up to about 53,000,000 bus.

Dawson, Minn.—A number of bins and two legs, also a large warehouse, are included in the Eagle Roller Mill Co.'s new feed mill here, and a 60-h.p. diesel engine and a 60-h.p. Jacobson Hammer Mill are included in the equipment.

Morgan, Minn.—A 60-h.p. motor will be used on the grinder in the feed mill just erected here for the Eagle Roller Mill Co., the building containing a number of bins and leg equipment. A 60-h.p. Jacobson Hammer Mill is being installed.

Detroit Lakes, Minn.—The Detroit Lakes Grain Co., the incorporators of which are C. M. Case and E. S. Ferguson, of Minneapolis, and myself, of Fargo, has purchased the Detroit Elvtr. Co.'s elevator, formerly owned and operated by myself, as an independent. —Detroit Lakes Grain Co., by S. I. Miller.

Chandler, Minn.—The farmers co-op. company reported in the Sept. 24 Journal as being organized at that time, is now in operation as the Farmers Union Elvtr. Co. and has taken over the old farmers elevator. The new organization will deal in grain, corn, livestock and agricultural products of all kinds.

Lonsdale, Minn.—The hearing on the matter of the dissolution of the Rice County Farmers Co-op Elvtr. Co., of this place, will be held on Nov. 5 in the District Court. Frank K. Machacek, temporary receiver, has been listing those who had grain stored in the elevator so that it could be sold immediately.

Porter, Minn.—The equipment of the Eagle Roller Mill Co.'s new feed mill includes a 24-inch Munson Attrition Mill with two 25-h.p. motors, a Robinson Corn Crusher fitted with a Jacobson Corn Drag. There will be two legs and necessary bin equipment, power for the legs being furnished by motors.

Minneota, Minn.—The Eagle Roller Mill Co.'s new feed mill at this point is equipped with a Jacobson Feed Mill, driven by a 60-h.p. motor.

Littlefork, Minn.—The Littlefork Exchange is the style of the grain, seed and livestock business now being conducted by M. C. Longballe here.

Duluth, Minn., Oct. 17.—The Farm Board's activities in business have hurt the grain trade materially. Elevators are carrying large stocks and sales of grain are only made in a dribbling manner. The bulk of present shipments is stuff moved by mills for grinding plants in the East. General opinion is for a very dull winter and spring. —F. G. C.

Lamberton, Minn.—The new feed mill of the Eagle Roller Mill Co., of New Ulm, at this place, is provided with two legs and necessary equipment, power for the legs being furnished by motors. The building is equipped with a 24-inch Munson Attrition Mill, with two 25-h.p. motors, and a Robinson Corn Crusher fitted with a Jacobson Corn Drag.

Duluth, Minn.—Geo. G. Barnum, a member of the Board of Trade for 47 years, reached the age of 87, on Oct. 10, and was given a birthday party in the pit by the other members of the board, an immense cake being placed in the center which Mr. Barnum cut and served to those present. He is considered the dean of the grain men of this city.

Minneapolis, Minn.—At the Chamber of Commerce election, held early in October, C. T. Stevenson was elected pres., H. G. Dickey automatically became 1st vice-pres., P. B. Getchell was elected 2nd vice-pres. and two-year directors were elected as follows: W. C. Helm, F. Carleton Smith, Walter H. Mills, J. A. Mull, A. A. Gregory and Geo. S. Wilson.

Rothsay, Minn.—The Farmers Grain & Mercantile Co., whose elevator listed toward the track about 10 inches under the weight of 50,000 bus. of grain, on Sept. 13, has completed the repairing and is ready to handle grain again. The concrete on which the foundation rested had crumbled, letting down the foundation posts. The building is 26 years old. The J. H. Fisch Co. did the repairing, which included an entire new concrete slab under the whole elevator and driveway.

## MISSOURI

Jonesburg, Mo.—The Farmers Elvtr. Co. has bot electric cream testing equipment and is now buying cream.

Savannah, Mo.—The H. R. Tabler Produce & Milling Co. recently purchased a molasses mixer and a batch mixer.

Mendon, Mo.—C. O. White has sold his elevator here, taking in the trade a large apartment rental property in Kansas City.

St. Joseph, Mo.—C. N. Duehren has been appointed manager of the St. Joseph office of B. C. Christopher & Co., succeeding C. M. Replogle.

St. Joseph, Mo.—St. Joseph radio grain markets are being broadcast as follows during the winter months: Opening at 9:30 a. m.; 11:00 a. m.; 12:00 noon; 1:00 p. m.; close at 2:10 p. m., except on Saturdays, when the close is given at 1:00 p. m.

St. Louis, Mo.—The 2,000,000-bu. addition to the Missouri-Pacific Elvtr., leased by the Continental Export Co. (details of which were given in the Apr. 9 Journal), is in operation. This elevator has every facility for loading and unloading grain rapidly and efficiently.

St. Joseph, Mo.—L. A. Laybourn, who has been manager of the St. Joseph office of the Art Hoffman Grain Co. since its opening here more than two years ago, recently severed his connection with that company, and is now in the employ of the Hall-Baker organization, of Kansas City.

St. Louis, Mo.—New members of the Merchants Exchange include Clayton C. Veninga and Chas. P. Cummings, the latter with the Mid-West Grain Corp. Memberships transferred are as follows: B. H. McFadden, of Havana, Ill.; Martin Huber, of Highland, Ill., and Clarence Sears, of St. Louis.



## KANSAS CITY LETTER

Wm. Rahbek, with the Simonds-Shields-Lonsdale Grain Co.'s export department, severed his connection with the company on Oct. 15.

F. C. Vincent, vice-pres. of the Simonds-Shields-Lonsdale Grain Co., who recently underwent a major operation, is now back on the job again.

L. A. Laybourn has become associated with the Hall-Baker Grain Co. He has been manager of the St. Joseph office of the Art Hoffman Grain Co. for the past two years.

The Ismert-Hincke Milling Co. completed the 625,000-bu. addition to its plant here during the second week of October and is now operating it. This addition gives the company a total storage capacity of 1,250,000 bus. A new warehouse for this plant is still under construction.

## MONTANA

Belt, Mont.—The Rocky Mountain Elvtr. Co. has repaired and painted its elevator.

Havre, Mont.—A double distributor has been installed in the H. Earl Clack Co.'s elevator and the house covered with steel siding.

Winifred, Mont.—Repairs and improvements are being made here for the Montana & Dakota Elvtr. Co., the T. E. Ibberson Co. doing the work.

Red Lodge, Mont.—The Montana & Dakota Grain Co. is reported to be planning some elevator construction. Its elevator here was badly damaged by fire resulting from lightning recently, as reported in the Sept. 24 Journal.

Kalispell, Mont.—Flathead Grain Growers, incorporated; capital stock, \$15,000, with 500 shares at \$30 each; directors: W. S. McCormack, H. M. Gilbertson, John L. Martinson, A. H. Small and F. R. Marsh; principal place of business to be Kalispell.

Medicine Lake, Mont.—The National Elvtr. Co., of Minneapolis and Duluth, purchased the Farmers Elvtr. Co.'s elevator here at the recent sale of the property. Lionel Opgrand, who was at one time manager of this elevator, has been secured to manage it, and the elevator is again in operation.

Havre, Mont.—The new 100,000-bu. elevator of the Farmers Grain Exchange here, described in the Aug. 27 Journal, has been completed and put into operation. It gives the company a total storage capacity of nearly 150,000 bus. The new elevator is an independent unit, being equipped with scales, loading chute and unloading chutes, but it is connected with the old unit and grain can be shifted from one to the other.

Chester, Mont.—Further developments in the dispute between the Patton-Kjose Co. and R. L. Whorley (mentioned in the Sept. 10 Journal) regarding possession of an elevator here, show that on Sept. 17 possession of the elevator was awarded by the judge to the Patton-Kjose Co. Whorley filed notice of appeal from the decision. The company applied for a writ of assistance, saying that Whorley refused to relinquish the elevator. The judge granted Whorley 24 hours in which to file a bond that would meet the requirements of the court, and upon his failure to do so, the writ of assistance was ordered issued, directing the sheriff to remove Whorley from possession of the elevator.

## NEBRASKA

Liberty, Neb.—The Farmers Elvtr. Co. has installed a feed mill.

Herman, Neb.—F. E. Young is the new manager of the Updike Grain Co.'s elevator here.

Indianola, Neb.—E. H. Doan & Son recently had a 20-h.p. Blue Streak Hammer Mill installed.

Springview, Neb.—The Springview Flour & Grain Co. has installed a 20-h.p. Blue Streak Hammer Mill.

Pleasanton, Neb.—Farmers Union Co-op. Ass'n, Inc., incorporated; capital stock, \$5,000; incorporators: Ernest Zimmer and Walter Phillips; to deal in grain, seed, hay, etc.

Albion, Neb.—Repairs costing about \$2,000 have been made recently on the Albion Elvtr. & Lbr. Co.'s elevator.

Brock, Neb.—The Brock Grain & Lbr. Co. is remodeling part of the old Bartling Elvtr. for installing motor to grind feed.

Rushville, Neb.—W. H. Wolvington recently repaired his elevator here, the York Fdry. & Engine Wks. furnishing the repairs.

Belden, Neb.—B. H. Moseley has recently rebuilt his driveway and installed a Kewanee Truck Lift, A. E. Elkins doing the work.

Ogallala, Neb.—The Ogallala Grain Co. recently installed York Hyatt Roller Bearings purchased from the York Fdry. & Engine Wks.

Bronson, Neb.—Rocky Mountain Grain Co. has had the iron on its elevator re-nailed and other minor repairs made by the W. H. Cramer Const. Co.

Lincoln, Neb.—The Southeastern Nebraska Co-op. Elvtrs. met in this city on Oct. 1 and elected C. W. Purington, of Utica, pres., and Ray Tissell, of Firth, sec'y.

Lincoln, Neb.—The annual meeting of the Nebraska Grain Dealers Ass'n will be held at the Lincoln Hotel, this city, Tuesday and Wednesday, Oct. 28 and 29.

Overton, Neb.—The Farmers Co-op. Elvtr. & Milling Ass'n recently bot complete elevator belts and cups thruout from R. R. Howell & Co.—W. E. Hewett.

Maywood, Neb.—The Maywood Equity Exchange has purchased a distributor, transfer spouting and other repairs from R. R. Howell & Co.—W. E. Hewett.

Potter, Neb.—Witt Milling Co. put in a new grate, a new 8-in. loading spout with Kewanee Chain Flex, and made minor repairs and changes in its elevator. W. H. Cramer Const. Co. did the work.

West Point, Neb.—Chas. Mead, manager of the Farmers Co-op. Co.'s elevator here for the past 13 years, has resigned on account of his health and been succeeded by Wm. Solfermoser, who has been bookkeeper for the company for four years.

Gibson, Neb.—The addition to the Burlington Elvtr., leased and operated by the Nebraska-Iowa Grain Co., details of which were given in the July 9 Journal, is now completed and machinery is being installed. It is expected to be in operation about the middle of November.

Blair, Neb.—The 75-barrel mill and elevator of the Blair Milling Co., which had been closed for over 30 days, was taken over by P. C. Sorenson and re-opened for business on Oct. 6. He is now operating it under the name of Blair Flour Mills. The Rivett Lbr. & Grain Co.'s large warehouse here has been bot by this company.

Omaha, Neb.—The Cargill Elvtr. Co. has let contract to the James Stewart Corp. for the construction of a 250,000-bu. cleaning house as an addition to its new 5,000,000-bu. elevator at this city. The structure will consist of six bins, 24 feet in diameter by 109 feet high, with interspaces subdivided for leg wells and small bins. The plant is to be equipped with several types of machines for the cleaning of all kinds of grain which will be handled thru that plant. The arrangement is to be such as to accomplish cleaning at a high rate of speed. The driving of piles for supporting the structure is now under way and the project is to be completed in time to handle the present grain crop.

Grain dealers who are interested in the progress and protection of their business certainly ought to be at the annual convention of the Nebraska Grain Dealers Ass'n at Lincoln Oct. 28 and 29. It is evident that the ultimate purpose of the farm board is to eliminate what Mr. Legge terms the middlemen from the grain business. If you object to that plan then you will feel it your duty to join with others of your kind in a meeting to voice a protest against such a policy and formulate counter moves to defeat it. The members of the farm board regime, though comparatively few in numbers in Nebraska, are very active in organization work to establish their autocratic power.—J. N. Campbell, sec'y, Nebraska Grain Dealers Ass'n.

## NEW ENGLAND

Worcester, Mass.—We sold out our business July 15, 1930.—Arthur N. Whittemore & Co.

## NEW JERSEY

Camden, N. J.—Altho G. Wilbur Taylor, head of Taylor Bros., grain, feed, seeds, etc., died a few weeks ago, as reported in the last number of the Journal, the firm name continues to be Taylor Bros. and there is no change in the management. This company is still operating the Pennsylvania R. R. Elvtr. at Cooper's Point, this city.

## NEW YORK

Amenia, N. Y.—Lewis F. Eaton, treas. and manager of the Willson & Eaton Co., died at his home here on Sept. 9. He was well known among grain and feed men.

New York, N. Y.—Among new applicants for membership in the Produce Exchange are E. D. Clarrity and Alfred Fisher. Reisque Ishadi was recently elected to membership.

Buffalo, N. Y.—The addition which the International Milling Co. is erecting to its elevator here will have one of the fastest marine legs on the Great Lakes for the rapid handling of grain from lake steamers.

Buffalo, N. Y.—Geo. T. MacDonald, formerly with the Great Lakes Grain Co., is now giving his whole attention to the Federal Motorship Corp., and has been succeeded by Howard M. Smith, formerly with the Barnes-Ames Co.

Buffalo, N. Y.—The International Milling Co.'s plant here suffered a fire damage of about \$1,000 recently, caused by an overheated salamander. Serious damage was prevented by firemen covering open grain bins with canvas.

New York, N. Y.—Produce Exchange members are considering the advisability of razing the historical building in the financial section of the city that is now occupied by the exchange and erecting another building capable of housing those desiring accommodations near the grain market, a large percentage of whom can not find quarters in the present building. Pres. Herbert L. Bodman is chairman of a com'te now conferring with architects, real estate men and financiers as to the best method of procedure.

## NORTH DAKOTA

Venlo, N. D.—It is reported that members of the Farmers Union are contemplating construction of an elevator here.

Mott, N. D.—Repairs have been made on the plant of the Mott Mill & Elvtr. Co. here. The Hogenson Const. Co. did the work.

Mose, N. D.—Repairs were made recently at the Great Western Grain Co.'s elevator here. The T. E. Ibberson Co. did the work.

Rogers, N. D.—The Farmers Elvtr. Co. is covering its house with galvanized iron and making other repairs, the J. H. Fisch Co. doing the work.

Wimbleton, N. D.—The Osborne-McMillan Elvtr. Co.'s house at this point has been repaired and put in good shape and re-opened after having been closed for several years.

Pittsburg, N. D.—Repairs will be made at the Great Western Grain Co.'s elevator, where a 10-ton dump scale and a Strong-Scott Dump will be installed as part of the new equipment.

New Rockford, N. D.—The Great Western Grain Co.'s elevator which was damaged by fire recently, the top of the building being completely burned off, has been repaired and replaced by the T. E. Ibberson Co.

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Fero, N. D.—The Farmers Co-op. Elvtr. Co.'s elevator, one of the Wheat Growers line, was burned Oct. 8.

Grand Forks, N. D.—New members of the North Dakota Farmers Grain Dealers Ass'n, secured during September, are the Farmers Co-op. Elvtr. Co., Knox, and R. J. Cooper, Tower City.

Rogers, N. D.—The old Northland Elvtr. has been moved near the Osborne-McMillan Elvtr., the two have been connected and are being operated as one unit by the Osborne-McMillan Elvtr. Co.

Hebron, N. D.—The mill we are building at Hebron will be known as the Hebron Milling Co., and will be managed by myself. It will have about 300 barrels capacity, grinding high protein North Dakota wheat. Our specialty will be manufacturing this high protein flour for special bakery trade that wants strictly pure, high grade spring wheat flour. I believe there is a market for this kind of flour. We will have the mill in operation right after the holidays. The elevator will be built in the spring.—W. E. Coles (of Minneapolis).

Davenport, N. D.—The C. N. Smedstad Grain Co.'s elevator burned at 12:30 p. m., Sept. 29; loss, \$15,000; buildings, equipment and grain covered by insurance. About 10,000 bus. of grain burned. The fire is believed to have started from a motor in the cupola. The elevator was an old building but had been completely remodeled three years ago; complete electric equipment had been installed and last summer an air dump and new scale had been put in. The feed mill adjoining the elevator also burned. The records and the office fixtures were saved, also two 15-h.p. motors from the feed mill and the coal and elevator sheds.

## OHIO

Hicksville, O.—Ed Myers' new elevator here is ready for business.

Covington, O.—G. E. Kinnison & Son have leased the elevator here from J. R. Shuman & Son.

Middlebranch, O.—The Middlebranch Supply Co. has added a motor-driven Haines Feed Mixer to its equipment.

Bryan, O.—The Bryan Farmers Co-op. Grain & Supply Co. recently installed a motor driven Haines Feed Mixer.

Columbus, O.—The Ohio Millers State Ass'n will hold its fall meeting at the Deshler-Wallick Hotel, this city, on Oct. 23.

Bradford, O.—The J. R. Helman Grain Co. is erecting a new feed storage building at its elevator to take care of its cattle and poultry feeds.

Urbana, O.—The new elevator of the Urbana Mills is completed. The Sidney Grain Mch. Co. had the contract for building and for the equipment.

Covington, O.—S. J. Rudy & Son are installing a hammer mill, Sidney Feed Mixer and other equipment, the Sidney Grain Mch. Co. having the contract.

Toledo, O.—It was erroneously reported in the trade press a few weeks ago that George Forrester had become associated with J. F. Zahm & Co., of this city.

Evansport, O.—E. B. Thoma, of Stryker, has taken over the mill here on a long lease and will move his hammer mill from Stryker to this point. He will manufacture feeds and also will sell alfalfa meal.

Columbus, O.—The Ohio Grain, Mill & Feed Dealers Ass'n will hold its annual fall meeting in this city on Oct. 23, at the Deshler Hotel. Luncheon will be served at 12 o'clock noon, at \$1 per plate.

Washington Courthouse, O.—Virgil Vincent, owner of a grain elevator here, and sec'y of the Fayette County Agricultural Ass'n, is reported to have been indicted in connection with the tangled affairs of the defunct Ohio State Bank, of which the state has been conducting an investigation since it was closed in May. It was charged that Vincent borrowed \$3,000 and turned it over to Daugherty, pres. of the bank, and that Vincent before the grand jury denied making this transaction.

Monticello, O.—A. H. Clay's grain elevator burned early Sunday morning, Oct. 5, the fire originating in a garage; total loss, estimated at over \$10,000; partly insured. More than 3,000 bus. of grain, mostly oats, was in the elevator. A new feed mill had recently been installed at a cost of \$700.

Kennard (Cable p. o.), O.—The elevator here (which I sold to Mr. Mabry in November, 1929) burned in September, 1930. It had a capacity of about 10,000 bus., and at the time of the fire had about 1,850 bus. of oats in storage; \$2,000 insurance was carried on the building and \$1,500 on contents. It will not be rebuilt.—E. B. Robinson.

Sugarcreek, O.—The \$50,000 plant of the Sugarcreek Milling Co., built six years ago, was sold at public auction on Oct. 9 to W. D. Finzer, one of the stockholders, for \$13,000. The plant is said to be \$23,700 in debt, but the purchase included \$4,200 in invoices and \$3,800 of good accounts. An up-to-date 100-barrel flour mill, warehouse, feed grinding equipment and a cider press comprise the plant.

Toledo, O.—The Toledo Seed & Oil Co. (a subsidiary of the Archer-Daniels-Midland Co., of Minneapolis) is now taking in soy beans at its plant and running them thru a Randolph Direct Heat Drier for the purpose of removing the excess moisture. This drier is operated with an oil burning furnace, which eliminates shoveling coal and removing ashes. The plant also has made a number of other improvements.

## OKLAHOMA

Gotebo, Okla.—Hail and wind slightly damaged the plant of the Gotebo Grain Co. on Sept. 14.

Piedmont, Okla.—The elevator plant of the Yukon Mill & Grain Co. sustained a slight windstorm damage on Sept. 25.

Guymon, Okla.—An elevator granary containing 8,000 bus. of wheat burned at the Wagner farm, 21 miles from this city, on Oct. 6. Dave Wagner, a son, taking a lighted lantern into the granary and drawing some gasoline from a small drum, caused the fire.

Guthrie, Okla.—We have sold our elevator property at Guthrie, Okla., operated as the Logan County Mill & Grain Co., to C. C. Buxton, of Oklahoma City, and associates. They will continue to operate under the same firm name.—Lester Stone (Amarillo, Tex.).

Muskogee, Okla.—A small building containing baled corn shucks at the Muskogee Mill & Elvtr. burned in the afternoon of Sept. 29, causing much black smoke but doing little damage. The fire was reported to have been started by the gasoline engine operating the baling machine.

Oklahoma City, Okla.—State Grain Inspector E. H. Linzee left this city on Sept. 29 for a tour of southwestern and western Oklahoma counties to supervise demonstration of treatment of seed wheat for smut. Cities that were to be visited included Chickasha, Hobart, Lone Wolf, Lawton, Cordell and Clinton.

## PACIFIC NORTHWEST

Portland, Ore.—F. S. Roberts has been elected sec'y of the Grain Exchange.

Seattle, Wash.—The Lincoln County Elvtr. Co., incorporated; incorporators: S. M. Bird, H. J. Haas and J. M. Murray; headquarters Seattle.

Walla Walla, Wash.—Henry B. Kershaw, grain buyer of this city, died quite unexpectedly at his home recently, at the age of 64 years. His widow and two daughters survive him.

Portland, Ore.—Lloyd Tegart, who has for the past eight years been connected with the state grain inspection work here, tendered his resignation recently and is taking up the study of medicine.

Tonasket, Wash.—The Farmers Union Warehouse here collapsed recently. It was a wooden structure, about 40x100 feet, and was well filled with grain. Altho the building is a total loss, the grain was damaged but little.

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### Grain Dealers Journal

332 South La Salle St., Chicago, Ill.



Moscow, Ida.—The 500-barrel mill of the Mark P. Miller Co. here is to be re-opened again after being closed for about a year, two shifts to be run as formerly. Mr. Miller also operates a plant at Portland, Ore., under the name of the Terminal Milling Co.

Baker, Ore.—Geo. A. Marshall, one of the founders of the Marshall Grain Co., has retired from active service and management of the company, and Lloyd W. Wells, of Pendleton, has bot an interest in the business and will handle feeds. E. E. Hoge remains as sec'y-manager and M. T. Cook will continue in charge of the North Powder plant. In the transaction Mr. Marshall took over the buildings and will rent them to the company.

Rupert, Ida.—We bot the alfalfa meal mill machinery of the plant formerly operated by the Rupert Milling Co., but are not using it. The grain and elevator business was taken over by the D. L. Carlson Grain & Feed Co., which is operating it. We built an entirely new alfalfa meal mill here and are running it every working day and making all grades and grinds of alfalfa meal, including leaf meal and reground fine alfalfa meal.—Pecos Valley Alfalfa Mill Co.

Spokane, Wash.—The Washington Co-op. Egg & Poultry Ass'n opened its new feed plant here, on Oct. 8, equipped with up-to-date machinery for grinding and mixing poultry mashes and supplied with dust collectors, which are not often found in feed mill equipment. In the elevator six large bins have a storage capacity of 20 cars of grain, and on the main floor 25 cars of sacked grain and feed can be stored. A grinder having a capacity of five tons an hour and a mixer which handles a ton every five minutes are included in the equipment. An individual motor is provided for each machine. Later on storage space for hay and straw will be added.

Eugene, Ore.—Our entire plant, which consisted of a 200-barrel flour mill and a poultry and dairy feed mill, was totally destroyed by fire on Sept. 16. The plant was known as the Springfield Mill & Grain Co. and was located in Springfield, Ore. We have since purchased the Eugene plant of the Kerr-Gifford Co., large Portland operators. This plant is three miles from our former plant and is known as the Eugene Mill & Elvtr. Co. Altho we had a warehouse in Springfield which did not burn, we will retain no business there, except that we still own the site and a water right there. The owners and officers of the Eugene Mill & Elvtr. Co., a corporation, are the same as they were under the old Springfield Mill & Grain Co. and are as follows: G. G. Bushman, pres.; C. E. Lyon, vice-pres.; Art Bushman, sec'y; John Bushman, treas. All are active in the mill here except Mr. Lyon, who lives in Bend, Ore., and is not active in the business.—Eugene Mill & Elvtr. Co., by Art Bushman.

## SOUTH DAKOTA

Elk Point, S. D.—J. F. McGrath, a retired grain operator who had been a resident here for 60 years, died at his home, on Oct. 9, at the age of 77 years.

Huffton, S. D.—Extensive repairs are being made on the elevator at this place, owned by the Putney Farmers Elvtr. Co. The T. E. Ibberson Co. has the contract.

Thomas, S. D.—J. P. Nigg is now manager of the Farmers Elvtr. Co.'s elevator here, succeeding C. A. Ripley, who resigned some time ago, as reported in the June 11 Journal. Mr. Nigg comes from Lamberton, Minn., where he was second man of the Farmers Elvtr. Co.'s elevator.

Bowdle, S. D.—John Gieb, whose elevator burned in August, has under construction a new 22,000-bu. house, expected to be completed within the next 10 days. It will have 12 storage units, eight of which will be 46 feet deep and four will be 37 feet. The driveway will be 44 feet long. Equipment will include a 12-ton scale, fanning mill, manlift and an electric kicker. All machinery will be electrically equipped except the feed grinder. The office will be 16 x 20 feet and located on the south side of the elevator.

Florence, S. D.—The Farmers Co-op. Elvtr. Co. at this place will have repairs made on its elevator. T. E. Ibberson Co. will do the work.

Bryant, S. D.—The Farmers Elvtr. Co. of this place has been incorporated; capital stock, \$25,000; incorporators: F. W. Guse, F. Rumann, A. E. Everson, John Corey and others.

## SOUTHEAST

Loch Laird (Buena Vista p. o.), Va.—The Buena Vista Mills are erecting an elevator at this point to have a capacity of about 12,000 bus.

Rome, Ga.—The Theodore Stivers Milling Co., who, since the loss of its mill at Cleveland, Tenn., some time ago by fire, has been operating a mill at Dalton, Ga., under lease, recently completed a new 500-barrel mill at this point and now has it in operation.

Wrens, Ga.—The Wrens Roller Mills burned during the night of Oct. 1; loss, \$20,000. Two days later citizens held a meeting and discussed plans for rebuilding the mills and appointed several com'tes to investigate and report plans. At the meeting it was proposed to build a 100-barrel flour mill, two corn mills and a feed mill.

## TENNESSEE

Nashville, Tenn.—Walter Liggett, former grain dealer of this city, convicted some time ago of the murder of T. Cunningham, manager of a hotel, appealed to the State Supreme Court, and the case was scheduled to come up for argument at Knoxville on Oct. 16.

Nashville, Tenn.—A new poultry feed plant addition is being erected at the plant of the Hermitage Mills, which manufacture mixed feeds. The addition will have a capacity of 150 tons per day, doubling the present capacity, and will be in operation some time in November.

Nashville, Tenn.—The Tennessee Cereal Co. contemplates the erection of a new \$100,000 plant, bids for which were received last week, for the manufacture of a breakfast cereal, which it calls "golden wheat flakes." Operations will begin early next year. Plans call for 125 operatives and a daily output of 600 cases of cereal.

## TEXAS

Dalhart, Tex.—An additional grain pit is under construction at Schuhart Grain Co.'s elevator, to be 20 x 30 x 12 feet.

Rice, Tex.—The Valley Farm Co. has installed a Randolph Direct Heat Grain Drier which is operated by an oil burner, using a low grade of oil for fuel which costs less than anthracite coal or coke.

Sonora, Tex.—Hall Bros., grain dealers of San Angelo, have about completed a 40 x 100-foot feed warehouse here, having cement floors and being of fireproof construction. The company has branches in Sterling City, Barnhart and other western Texas towns. H. V. Stokes will manage this branch.

Tom Bean, Tex.—The small elevator storage No. 1 belonging to the Tom Bean Grain Co. burned at 10 p. m., Sept. 30; loss, about \$9,000; partly insured.

Houston, Tex.—Ross S. Sterling has resigned as chairman of the board of the Harris County Navigation District and has been succeeded by Joseph W. Evans, Houston cotton man.

## UTAH

Ogden, Utah.—The new five-story concrete and steel feed mill that the Sperry Flour Co. has had under construction here, as reported in the Aug. 13 Journal, is now completed as far as the construction work is concerned, and the machinery and equipment are being installed. This new unit is expected to be in operation before winter.

## WISCONSIN

Stockbridge, Wis.—William Janty has bot and installed a molasses feed mixing machine.

Montfort, Wis.—An old grist mill here, A. R. Manley owner, burned on Oct. 3; loss, estimated at \$7,500.

Green Bay, Wis.—Broekman & Creamers feed mill here, which has been idle for several months, resumed operations on Oct. 9.

Fond du Lac, Wis.—At the M. B. Hellmer Mill machinery has been installed for the manufacture of sweetened dairy rations, also equipment for mixing dry grains.

Reedsburg, Wis.—The Reedsburg Supply Co. has bot the Reedsburg Roller Mills, continuing Wm. Ehlert as manager. Only feed grinding will be done, the flour milling being discontinued.

Maiden Rock, Wis.—Erling Larson has succeeded Mr. Eastwood as manager of the R. E. Jones Co.'s elevator here, Mr. Eastwood having been transferred to Wabasha, Minn., the company's headquarters.

Superior, Wis.—Archibald McMillan, chief grain inspector here of the State Grain Commission for the past 25 years; has been reported as missing since Oct. 8. He worked as usual that day and left the grain office at closing time. Close friends of Mr. McMillan are reported to have said that he had been ill for some time. His friends and the police have started an intensive search for him.

## MILWAUKEE LETTER

New members admitted to the Chamber of Commerce: Frederick Thorsen, John H. Caldwell, James G. O'Brien, Chas. A. Zinn, of Milwaukee, and Geo. S. Milnor, of Chicago, Ill.

The Donahue-Stratton Co. recently installed automatic grain car unloaders in its new Kinnickinnic Elvtr., by use of which a 2,400-bu. car can be unloaded in six minutes, including the time taken to sweep the car by hand. Storage house receipt registration at this elevator has been increased 2,000,000 bus. since the additional storage capacity of the elevator to that amount has been completed.

# FORT WORTH

Is the Better Grain Market — Use It and Profit

Try any of these Grain and Cotton Exchange Members:

J. S. Bache & Co.

Grain and Cotton Futures

Mullin-Brackett Grain Co.

Strictly Brokerage and Consignments

Smith-Ingraham Grain Co.

Export and Consignments

Transit Grain & Commission Co.

Consignments, Brokerage

James E. Bennett & Co.

Grain, Stocks, Provisions

E. M. Rogers Co.

Strictly Brokerage and Consignments



The board of directors of the Chamber of Commerce has sent in its ballot on Referendum No. 56 of the Chamber of Commerce of the U. S. The ballot is in the affirmative on all four of the questions submitted, which deal with commodity exchanges and the system of trading for future delivery.

The board of directors of the Chamber of Commerce has appointed A. M. Kayser to direct the work of arranging the details necessary for the establishment of a securities exchange in connection with the chamber. Monday, Feb. 2, 1931, has been set for the opening of the new exchange. Mr. Kayser was born in Milwaukee, and began his business life at the Chamber of Commerce, afterwards removing to Chicago, where he became a member of the Chicago Board of Trade, and for fifteen years he was active on the floor as a trader. He was also a member of the Winnipeg Grain Exchange for several years. At one time he was connected with Bartlett Frazier Co., one of the largest of the firms on the Chicago Board, and represented them at Milwaukee when that firm had a branch office in this city.

Danville, Ill., Oct. 5.—Sale of plant and equipment and all the physical assets of Cornstalk Products Company has been ordered in the United States District Court by Judge Walter C. Lindley.

The large increases in German duty on wheat since the first of the year without alteration of the values of the import certificates has had the effect of removing practically all incentive for wheat exports. Some exports have occurred, but these have probably consisted of poor quality grain whose market value was somewhat in line with world prices. With an import duty of 97.24 cents per bushel and the value of the import certificate fixed at only 42.14 cents the same time that the country is importing considerable wheat, domestic price levels are forced sufficiently above world levels so that the deficit areas within Germany offer prices attractive enough to offset the lower cost of transportation between portions of Germany, such as East Prussia and certain natural foreign markets.

### Laziness!

When I was a boy on a farm just outside the fruit belt that extends for some 12 or 15 miles inland from the eastern shores of Lake Michigan, I used to hear tales about another boy, some years my senior, who lived on a fruit belt farm. That boy had a terrible reputation for laziness.

He was awful easy on horses. When he was plowing he wouldn't urge the team to go a bit faster than it felt inclined. When he got to the end of the furrow he would turn around and sit on the plow handles and meditate a bit before he began another. Lots of times he wouldn't stop at sitting on the plow handles, he'd sit on the rail fence that inclosed the field, and then he used to sit and meditate much longer than he did on the plow handles.

Spraying the fruit trees he hated worse than anything. Fruit trees have to be sprayed every so often to keep down the ravages of insects, and the destruction of fruit. It seemed he didn't any more than get thru with the apple orchard than he had to go and spray the peach orchard, and when he got thru with that he had to return to the apple orchard again. Soft summer breezes had a way of catching the mist from the spray and carrying it back upon the sprayer when he got on the wrong side of a tree. The poisonous mixture was uncomfortable, forcing the sprayer to wear a mask and goggles to protect himself from it. The boy's folks had literally to drive him to spray fruit trees. They called him "lazy!"

We moved away from the farm. The next I heard about the lazy boy was that he had continued to sit on rail fences and meditate and out of his meditations came a dream about a new kind of fruit spray, that would kill more bugs and stay on the trees longer than the mixtures then in use. So he started studying about fruit sprays, then he started mixing some according to his own ideas. In just a little while he had concocted a new and better spray material, patented it, sold it on a royalty basis and was well on his way toward becoming a millionaire.

I've heard Henry Ford was called lazy when he was a boy. He had a lot of horses to tend and he just hated horses. Whereupon he got busy and started developing an automobile.

I know a grain elevator operator down in Oklahoma who is lazy. He is a great, big, heavy fellow and he just hated to climb on the man-lift and lift himself up and down between the work-floor and the cupola where all the machinery was, every time he wanted to set the cleaner, or engage the clutches that started the elevating legs. So he got some light wire cable and some metal conduits and some small pulleys and the first thing folks knew he had a lot of handles down on the work-floor so that he could stop, start and set his machinery the way he wanted without going up to the cupola.

Laziness isn't bad, when it leads the way to less laborious or more expeditious ways of doing things.

Washington.—Congressman Celler in a letter demanded that Chairman Legge of the Federal Farm Board furnish him with data on interest rates and amount of loans to co-operatives, and with names of recipient organizations. It was indicated at Board, however, that the request would be refused. Celler made a similar request several weeks ago and was told the Board found it inadvisable to make such data available currently. At the Board office it was explained full information would be made public in the annual report to Congress.

## MODERN GRAIN ELEVATOR CONSTRUCTION

as exemplified by Galveston's new 6,000,000 bus. export elevator is showing a marked preference for RANDOLPH DIRECT HEAT GRAIN DRYING EQUIPMENT.



Owners: Galveston Wharf Company.  
Designers and Engineers: Horner & Wyatt, Kansas City, Mo.  
Builders: Jones-Hettelsater Constn. Co., Kansas City, Mo.

Equipped with three 1,000-bus. Randolph Driers using oil burners and having a daily capacity of 75,000 to 100,000 bushels.

*This Is the World's Largest  
Grain Drying Plant  
WITHOUT A BOILER*

**O. W. RANDOLPH COMPANY**  
TOLEDO, OHIO — U. S. A.



## Grain Carriers

Acting Secretary of War Payne has approved an allotment from the river and harbor funds, of \$1,000,000 for continuation of the improvement of the Missouri River from Kansas City to its mouth.

Car loadings of grain and grain products for the first 39 weeks of this year amounted to 1,769,796 cars, compared with 1,858,600 for the same time last year, 1,841,716 for the same time two years ago and 1,756,814 for the same time three years ago.

Congressional appropriations and authorizations for inland waterway improvement for navigation purposes total \$360,000,000, indicative of the determination of the Government to provide a vast system of waterway transportation routes whether shippers use them or not.

Because of the congested condition of the Montreal elevators some sixty vessels carrying grain from Great Lakes ports have passed by Montreal this season to discharge their cargoes at the Sorel or Quebec elevators. The latter ports, however, are now in the same position as Montreal.

Class I railroads of the U. S. for the first eight months this year had a net railway operating income of \$555,302,118, which was at the annual rate of return of 3.59 per cent on their property investment. In the eight months of 1929, their net railway operating income was \$828,394,791 or 5.48 per cent on their property investment.

A case contesting the effect of the notice provisions of a bill of lading in the event of a misdelivery will be reviewed by the Supreme Court of the U. S. A petition for a writ of certiorari was granted on Oct. 13 in the case of C. & O. Ry. Co. v. Martin et al., No. 155. The Supreme Court of Appeals of Virginia held that where the railroad company made misdelivery and in defending an action for damages resulting therefrom, set up the notice limitation of six months provided for in the bill of lading, that defense was ineffective where the plaintiff promptly made claim when the true state of affairs had been discovered, though the six-month period had passed.

### Emergency R. R. Rates

The Interstate Commerce Commission on Oct. 7 authorized all railroads to maintain emergency reduced rates on livestock and feeds to and from drouth-stricken areas until Mar. 31, 1931. The Commission's previous order, entered Aug. 9, provided that authority for making these rates should expire Oct. 31.

While the Commission has allowed an extension of rates until March 31, the executives of the eastern railroads have voted against the extension of the rates after Oct. 31, as have members of the Central Freight Assn., so that unless the railroads reverse their positions, the rates soon will be discontinued.

It is said that farmers have only in rare instances profited by these reductions, but few of them being able to buy in car lots, and as the conditions under which the reduced rates were granted caused the grain, hay and feed trades a lot of trouble with no compensating advantages to the farmers, cancellation as of Oct. 31, will meet with general approval.

### I. C. C. Decisions

In 23090, North & Co. vs. S. A. L., reparation of \$11.70 awarded on finding unreasonable reconignment charges on carload of hay, Kansas City to St. Petersburg, Fla., there reconsigned to Tampa, and there again reconsigned to Sherman, Fla.

In 21877, Sheffield Elevator Co. vs. Pere Marquette et al., rates, cull navy beans, carloads, points in Michigan to Baltimore, and New York, were found unreasonable to the extent they exceeded the rates established March 5, 1927.

In 23257, Sioux City Grain Exchange et al. vs. C. B. & Q., Examiner Brennan proposes dismissal on a finding that failure of defendants to absorb switching charges on grain and grain products at Sioux City, Ia., is not unduly prejudicial. Charges imposed found applicable.

### The Grain Rate Case

The I. C. C., has thus far given no indication as to what more, if anything, it will do in the Western Grain Rate Case, part 7, to 17,000. Some of the western railroads had asked for a conference but this was, on Oct. 8, refused by the Commission. Notice of this action, given in a telegram to Charles Donnelly, president of the Northern Pacific railroad, said that, as the two rate orders involved judicial proceedings before the Commission, it would be improper to meet representatives of a party to them in conference.

Petitions for rehearing; for rehearing in part and for specific changes continue to flood the Commission's files and there are some that ask that no reopening of the case and no further delay in the effective date be granted. A petition has been filed Oct. 18 by the Northern Pacific Railway, the Great Northern Railway, the Chicago, Milwaukee, St. Paul and Pacific Railway and the Oregon-Washington Railroad and Navigation Company asking reconsideration of the order. The Missouri Pacific has filed a similar petition, but dealing specifically with rates in its territory.

The Kansas farm organizations urge denial of the petition for reopening and say that rates on grain are still too high. The Buckeye Cotton Oil Co. asks for rehearing as transit on mixed feeds, the unit rule and storage in transit. The Montana Flour Mills Co. asks that no rehearing be granted on Montana export rates, and the state of So. Dak., and producers and shippers therein ask that the petition of the carriers for rehearing be denied. They assert that if the position of the railroads with respect to the provisions of section 15a should prevail, an intolerable situation would result.

The same interests, replying to the petitions filed by the American Feed Manufacturers' Ass'n and others asking for rehearing with respect to transit arrangements on mixed feed, the application of the unit rule, and storage in transit of mixed feeds, say that to the extent that these applications can be granted without postponing the effective date of the rates prescribed by the Commission, the removal of discriminations and related features, they offer no objection, but do object strongly to granting of any petitions that will delay, to any extent, the effective date of the general readjustment required.

The annual loss from black stem rust of wheat, oats, rye, and barley, in the barberry eradication area has declined from approximately 57,000,000 bushels for the period 1915 to 1919 to about 41,000,000 bushels for the period 1925 to 1929, according to estimates by the U. S. D. A.

### Suspended Tariffs

In I. and S. 3520, the Commission has suspended from October 15 until May 15 schedules in supplement 6 to Consolidated Freight Classification, D. T. Lawrence's I. C. C. O. C. 50, E. H. Dulaney's I. C. C. 34, and R. C. Fyfe's I. C. C. 19. The suspended schedules propose changes in the description and classification ratings applicable on animal or poultry feed containing meat, cooked, cured or preserved, with or without vegetable ingredients, between points in the Official, Southern and Western Classification territories, which would result generally in increases.

The Federal Railway Company in Germany has adopted a wheatless menu to help stimulate German rye consumption in breads and to stem the tide of wheat imports from abroad. The national necessity of this alternate, it points out, is apparent when considered that Germany produces 128,590,000 bus. of wheat annually and consumes 202,070,000 bus. and at the same time produces 334,645,000 bus. of rye and consumes only 255,905,000 bus. Wheat consumption indicates a 73,480,000 bus. net import and rye consumption a 78,740,000 bus. net export.

### Insurance Notes

Omaha, Neb.—An insured is not protected by a public liability policy if he neglects to comply with the terms of the policy requiring immediate notice of accident as soon as the insured learns of it, under a decision of the district court in favor of the Aetna Casualty & Surety Co., which refused to defend Chas. C. George, because he waited until the suit was filed before informing the insurance company.

Kansas City, Mo.—The proposal for exclusive state insurance in connection with the Workmen's Compensation Act to be voted upon in the general election in November is opposed by the Associated Industries of Missouri in co-operation with the casualty insurance companies. Joseph McGee, director of the Associated Industries, has issued an analysis of the proposal. It would give three political appointees the entire responsibility controlling millions of dollars of premiums every year under the name Missouri Compensation Fund. Stock, mutual and reciprocal insurance concerns would be barred from writing compensation insurance.

Lansing, Mich.—The Michigan Supreme Court on Oct. 7 affirmed a decision against the Farmers Mutual Fire Insurance Co., giving the insured judgment for fire loss altho as provided by the policy it had been canceled for failure to pay assessment with 30 days after mailing notice of assessment. The notice was mailed May 15. The property was damaged July 17. The insured had moved, but had left a forwarding address, and claimed not to have received the notice, tho a second notice after the fire was received. The court said that better evidence than mere mailing was necessary.

## Books Received

ELEVATORS AND WAREHOUSES, in the Western Grain Inspection Division of Canada, is a paper bound book of 193 pages giving the location and capacity of each country elevator, public and private terminal elevators, list of licensed track buyers, list of licensed grain commission merchants, issued by the Department of Trade and Commerce, Ottawa, Ont.



# Field Seeds

**Ghent, Minn.**—Tom Breyfogle will manage the Ghent Seed House, succeeding Mr. Sanders.

**E. F. Johnson**, formerly connected with the Soo railroad as general agricultural agent has associated himself with the Albert Miller Co., Chicago, as manager of their seed department.

On the basis of the Oct. 1 cotton report, there should be more than 6,500,000 tons of cottonseed available from this year's crop, of which amount the planters will retain approximately 700,000 tons for spring seedling.

**Purkey Seed Co.**, Heyworth, Ill., has been incorporated with capital stock of \$30,000 preferred and \$2,500 common. The incorporators are Charles A. Purkey, Albert H. Oelze and Ralph K. Munro.

**Yankton, S. Dak.**—House of Gurney, Inc., is the name of the reorganized Gurney Seed & Nursery Co. Plans under the new incorporation include increase in capitalization, issuance of new stock and cash in exchange for old stock outstanding. D. B. Gurney is president.

**Gooding, Idaho**—One of the largest alfalfa yields in this section has been reported from the Walbrecht & Son ranch near here where 22,277 pounds of certified Grimm alfalfa seed were harvested from 17 acres. The crop sold for \$4,450.40. Harold Shaw reported a production of 187 bushels of seed from 12 acres.

**Hardistan alfalfa**, a superior strain from Dawson County, Nebr., in tests at the Nebraska Experiment Station gave yields approaching those of Grimm alfalfa, maintained stands superior to those of other varieties, and in 1928 contained 28 per cent of wilt infection as compared with 71 per cent in Nebraska common alfalfa and 67 in Grimm. Hardistan closely resembles common alfalfa in appearance and growth habits. Although believed to have originated in Turkestan, it does not have the specific vegetative characteristics of typical Turkestan alfalfa.

## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### CHICAGO, ILL.

Warren-Teed Seed Co., field seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.  
Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

**Sunflower seed** production is expected to be about one-twentieth of that of a year ago due to the drastic curtailment of acreage in the principal producing sections of Missouri, Illinois and California, according to information obtained by the U. S. Bureau of Agricultural Economics. The carryover is believed to be larger than last year.

**Unprotected beans** stored for seed are usually infested with weevil by spring, which makes them unfit for planting, according to J. J. Davis, head of the Entomology Department of the Purdue University Ag. Exp. Station. Beans which are infested should be fumigated with carbon bisulphide. However, if the new crop of beans is stored with air-slacked lime no infestation will develop during the winter months.

**The Missouri Ag. Exp. Station** reports that Columbia oats, an off-type selected from Fulghum in 1920, is an early-maturing strain resembling Burt more than typical Fulghum. Compared with Burt the plants are taller and more uniform and the panicles are longer and distinctly more erect. It is stiff strawed, excelling both Burt and Fulghum. The grain of Columbia is medium large, better filled than in Burt although not so plump as in Fulghum, usually awnless, gray with conspicuous light veins, and the basal joint and basal hairs absent or inconspicuous. Under average Missouri growing conditions the weight per bushel and the percentage of kernel average as high in Columbia as in Fulghum. From comparative tests during several years, Columbia appears to be at least equal to Fulghum in yield under ordinary conditions and superior from late seeding. Columbia oats also are susceptible to the same strain of smut as Fulghum.

### International Grain and Hay Show

Entries are already being received for America's leading crop exhibit, the International Grain and Hay Show, to be held in connection with the International Live Stock Exposition at Chicago, Nov. 29th to Dec. 6th, some from the most distant parts of the earth. Three samples of wheat have arrived from New South Wales. The first entry in the hay section was made by Lieut. Governor Frank Hazelbaker of Dillon, Mont.; first in rye and wheat from this continent by a Canadian grower, James A. Paur of Saskatchewan; and an Illinois man, H. I. Stiegelmeir, of Normal, has the distinction of sending in the first samples received of corn and oats.

Entries may be made to the exposition secretary, B. H. Heide, Union Stock Yards, Chicago, any time prior to Nov. 10. Entry blanks and premium lists are obtainable by addressing him, and no entry fee on grain, seed or hay samples is required. This show has the active support of the various state crop improvement associations, and the winning samples at several state seed shows will be brought to Chicago to compete for international honors.

### More About Herbae Mira

In the Journal of Sept. 24, brief reference was made to the arrest in Peoria, Ill., of Dr. A. W. Miller for alleged false pretense in the sale of grass seed.

A letter to the Journal, from the State's Attorney of Peoria County, dated Oct. 10, says: "These cases are still on the trial calendar, ready for trial, but they will not be reached until the November term, unless some disposition is made of them prior to that time. He has changed counsel and his latest attorney has entered into a tentative proposition to have Miller plead guilty to one of the indictments for confidence game, and to petition for probation, with the understanding he is to make restitution to all persons swindled in our county, in the sum of \$350. He is also to pay all costs and is to quit the business entirely; it being expressly understood that if he again takes over any of his fraudulent practices, or attempts to do so, it will void his probation and he is to be sentenced to the penitentiary at Joliet. If this arrangement is not put into execution, he is to be tried at the November term of our circuit court."

A clipping just sent to us by one of the Journal's Iowa readers, follows:

A high pressure seed salesman who has a colored chauffeur and a yellow Packard sedan seems to be reaping a harvest in Iowa, according to reports that have been received from inspectors of the Iowa Department of Agriculture.

The reports indicate that this man is selling grass seed under the trade name of MI-RA or MIRACLE grass at a dollar a

### LOUISVILLE SEED CO.

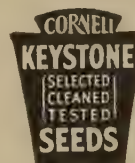
#### BUYERS AND SELLERS

All varieties CLOVER, FIELD and GRASS SEED, SOY BEANS and COW PEAS

226 No. 15th St. LOUISVILLE, KY.  
Long Dist. Phone 6727-6728

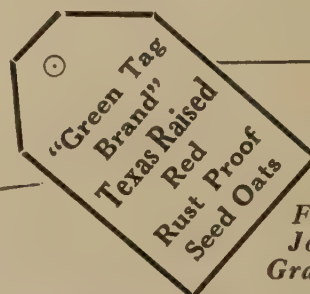
WE SPECIALIZE IN  
ALFALFA BLUE GRASS  
SUDAN MILLET and CRANE  
WRITE FOR SAMPLES AND PRICES

**RUDY - PATRICK SEED CO.**  
Kansas City, Mo.



### CORNELL SEED CO.

FIELD SEEDS  
BUYERS & SELLERS  
ST. LOUIS, MO.



Free of  
Johnson  
Grass Seed

**McGregor Milling & Grain Company**  
McGregor, Texas

### ED. F. MANGELSDORF & BRO.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



pound, when it is worth from 20 to 30 cents. The miracle seems to be, how does he find someone to buy it?

One sample of seed that was picked up by an inspector shows that the seed was correctly labeled under the Iowa law, the contents of the package being red top, meadow fescue and English blue grass, but the names given were the scientific names so that they would not be readily recognized.

Small seedsmen seem to be the ones most often picked upon for customers. They in turn have been led to believe that they could sell this wonder mixture for \$1.50 per pound. It simply shows that it is always best to investigate before buying rather than afterwards.

### Smaller Crop of Sudan Grass Seed

Production of Sudan grass seed is expected to be about 25% smaller than a year ago, according to the U. S. Bureau of Agricultural Economics. Acreage was nearly as large as a year ago but yield per acre fell off in a majority of the important producing districts. The quality although fairly good was regarded as slightly poorer than that of a year ago.

In some sections the crop matured rather unevenly. In a few sections harvesting was later than last year but in others, it began earlier. The average dates for the beginning of harvest were reported as follows: Sep. 1 to 5—northeastern Texas and north central California; Sep. 14 to 20—western Texas, western Oklahoma and eastern Iowa; Sep. 23 and 24—eastern Kansas, eastern Nebraska and eastern New Mexico.

Carryover of Sudan grass seed by growers and country shippers is believed to be smaller than last year. Retail sales last spring were heavier than the year before.

### Toledo Seed Prices

The following table shows the range of prices for seed on the Toledo market for cash and the futures for clover and alsike as of Oct. 18:

| Clover:                | High    | Low     | Close   | Yr. ago |
|------------------------|---------|---------|---------|---------|
| Prime clover, old....  | \$14.50 | \$14.50 | \$14.50 | \$11.15 |
| Prime clover, new....  | 15.00   | 15.00   | 15.00   | 11.15   |
| Prime choice cash, new | 15.35   | 15.35   | 15.35   | .....   |
| Prime choice cash, old | 14.80   | 14.80   | 14.80   | .....   |
| October .....          | 15.00   | 15.00   | 15.00   | 11.15   |
| December .....         | 15.25   | 15.25   | 15.25   | 11.35   |
| February .....         | 15.50   | 15.50   | 15.50   | 11.65   |
| March .....            | 15.75   | 15.75   | 15.75   | 11.75   |

| Alsike:        | High  | Low   | Close | Yr. ago |
|----------------|-------|-------|-------|---------|
| Cash .....     | 13.75 | 13.75 | 13.75 | 10.60   |
| October .....  | 13.75 | 13.75 | 13.75 | 10.60   |
| December ..... | 14.00 | 14.00 | 14.00 | 10.75   |
| March .....    | 14.40 | 14.40 | 14.40 | 11.10   |

### Seed Movement in September

Receipts and shipments of seeds at the various markets during September, compared with September, 1929, in bus., except where otherwise noted, were:

|                  | Receipts  |           | Shipments |         |
|------------------|-----------|-----------|-----------|---------|
|                  | 1930      | 1929      | 1930      | 1929    |
| Chicago .....    | 107,000   | 115,000   | 6,000     | .....   |
| Duluth .....     | 3,009,400 | 1,321,504 | 1,610,681 | 687,712 |
| Ft. William ..   | 167,206   | 50,920    | 223,169   | 116,877 |
| Milwaukee .....  | 236,610   | 128,690   | 2,860     | 1,480   |
| Minneapolis ..   | 2,295,420 | 2,939,230 | 753,670   | 750,250 |
| New York .....   | 102,000   | .....     | .....     | .....   |
| Sioux City ..... | 11,000    | .....     | .....     | .....   |
| Superior .....   | 1,053,390 | 829,373   | 276,697   | 257,808 |

| KAFIR AND MILO   |        |        |        |         |
|------------------|--------|--------|--------|---------|
| Denver .....     | 1,200  | .....  | .....  | .....   |
| Galveston .....  | .....  | .....  | .....  | 12,857  |
| Hutchinson ..    | 5,200  | 33,800 | .....  | .....   |
| Kansas City...   | 51,700 | 96,800 | 58,000 | 139,000 |
| St. Joseph ..... | 3,000  | 1,500  | .....  | .....   |
| †St. Louis ..... | 32,400 | 27,600 | 15,600 | 37,200  |
| Sioux City ..... | 3,000  | .....  | .....  | .....   |
| † Wichita .....  | 5,200  | .....  | .....  | .....   |
| †Kafir only.     | .....  | .....  | .....  | .....   |

| CANE SEED      |       |       |       |       |
|----------------|-------|-------|-------|-------|
| Kansas City... | 6,900 | ..... | ..... | ..... |

| SORGHUMS       |       |       |       |       |
|----------------|-------|-------|-------|-------|
| Cincinnati ..  | 1,400 | 1,400 | ..... | ..... |
| New Orleans .. | 5,600 | ..... | ..... | ..... |

| CLOVER          |         |           |           |         |
|-----------------|---------|-----------|-----------|---------|
| Chicago, lbs... | 985,000 | 1,225,000 | 1,162,000 | 165,000 |
| Milwaukee, lbs. | 176,675 | 178,650   | 700,232   | 96,260  |
| New York, bags  | .....   | .....     | 2,320     | .....   |

| TIMOTHY         |           |           |           |           |
|-----------------|-----------|-----------|-----------|-----------|
| Chicago, lbs... | 8,999,000 | 3,363,000 | 6,997,000 | 4,111,000 |
| Milwaukee, lbs. | 482,010   | 280,810   | 222,985   | 51,275    |

### Corn Varieties In Illinois

In the year's progress report of the Illinois Ag. Exp. Station, the following statements were made concerning the different varieties of corn grown in the state:

"The high value to Illinois farmers of having a reliable check made on the yielding ability of the many different varieties of corn is brought out in continued variety tests made during the past year by George H. Dungan and W. L. Burlison, Crop Production. On the DeKalb crop experiment field in northern Illinois, the best variety yielded 44.3 per cent more than the average of 76 varieties grown. At Urbana the best exceeded the average of 69 varieties by 35.3 per cent while at Alhambra the difference between the best and average yields was 27 per cent.

"Of the varieties grown on the DeKalb field during the past three years, the best yielders have been Barber Little John, Krug (Pfister), Golden King, Silver King, Hunt White Dent, Murdock Yellow Dent, Minnesota 13 (Hanson), and Funk Ninety-Day. Other promising varieties grown only for one or two years were Western Plowman (DeKalb County) Queen of the Field, Pfingston Yellow Dent, Mayfield Improved Dent, Eckhardt Western Plowman, Will County Favorite, and Book Yellow Dent. The highest-yielding corn on the DeKalb field in 1929 was Hybrid 779 (Holbert).

"Varieties having the highest average yields over a three-year period on the Urbana field are: Illinois Two-Ear, Funk 329, Krug (Pfister), Eversole White Dent, Funk 176A, and Reid Yellow Dent. The seven highest-yielding strains that have been grown during either one or two years are hybrid lines developed by J. R. Holbert of the U. S. Department of Agriculture. They are F<sub>1</sub> 334, Hybrid 764, F<sub>1</sub> 365, Hybrid 513, Hybrid 793, Hybrid 779, and F<sub>1</sub> 367. Other high-producing varieties that have been in the tests less than a three-year period are Conley Yellow Dent, McKeighan Yellow Dent, Carter Yellow Dent, Hybrid 517 (Holbert), Will County Favorite, and Leaming (Withrow).

"The highest-yielding varieties on the Alhambra field, as an average of the past three crops, are Golden Beauty, Champion White Pearl, Golden Gint, Black-Hawk, Mohawk, Reid Yellow Dent, and Sommer Yellow Dent. Other promising varieties that have been tested for one year only are Stanley White Dent, Moore Yellow Dent, and Calico. (501 Agronomy)."

During a period of 60 days beginning Oct. 9 the Brazilian import duties on rice, lard, meat, potatoes, beans, condensed milk, butter, corn, and stock feed have been suspended, according to a cable to the Department of Commerce from Commercial Attache Carlton Jackson, Rio de Janeiro.

### Imports and Exports of Seeds

Imports and exports of seeds for Aug. compared with Aug., 1929, and the eight months ending Aug., are reported by the Bureau of Foreign and Domestic Commerce, in lbs., as follows:

|                    | IMPORTS   |           | 8 mos. ending Aug. |           |
|--------------------|-----------|-----------|--------------------|-----------|
|                    | August    | 1929      | 1930               | 1929      |
| Alfalfa .....      | .....     | .....     | 289,173            | 833,673   |
| Red clover .....   | .....     | 10,780    | 1,743,581          | 6,012,934 |
| Alsike .....       | .....     | 87,112    | 4,199,554          | 3,796,411 |
| Crim. clover ..... | 2,660,536 | 1,977,324 | 3,017,143          | 2,428,824 |
| Other clover ..... | 38,114    | 145,100   | 999,140            | 4,383,183 |
| Grass seed .....   | 350,993   | 588,992   | 3,374,657          | 4,855,292 |
| Vetch .....        | 43,694    | 358,716   | 1,349,808          | 2,052,685 |

| EXPORTS                |         |        |           |
|------------------------|---------|--------|-----------|
| Alfalfa ....           | 114,711 | 61,693 | 693,208   |
| Red clover ..          | .....   | .....  | 333,108   |
| Other clover ..        | 9,260   | 32,419 | 512,945   |
| Timothy ....           | 515,392 | 34,766 | 7,745,293 |
| Other field seeds .... | 136,942 | 16,025 | 2,008,885 |
|                        |         |        | 2,132,487 |

### The Iowa Seed Law

Under the laws of Iowa, the following are considered noxious weeds and labels must show when any of them are present in any quantity: Common wild mustard or charlock, Indian mustard, perennial sow thistle, sour, curled or smooth dock, wild oats, corn cockle, sheep or horse sorrel, Canada thistle, quackgrass, buckhorn, wild carrot, horse nettle, and dodder (clover, alfalfa and field). Seeds containing singly or collectively in excess of one in 5 grams of the last six, of those named, can not be legally sold.

### Proposed Seed Cleaning Plant

The O'Neill (Neb.) chapter of the Lion's Club has started a movement to construct a cleaning plant for bluegrass seed. At present the seed is gathered with specially built harvesters that also gather a great amount of broken straw, chaff and seeds of weeds.

After trucking to a drying field from the meadows that lie all over Holt county, the seed is unsacked, spread on a drying field, and frequently turned for four days. It then is resacked, shipped to headquarters and given a thorough threshing to eliminate all foreign matter.

The story of Holt country's bluegrass industry sounds unreal. A few years ago men of an experimental turn of mind garnered a few hundred dollars' worth of seed and attracted slight attention for their efforts.

A half dozen seed companies now harvest the seed on a wholesale scale and conservative men place the annual invoice of all branches of the unusual crop at close to \$1,000,000.

The average Kansas live stock man, in the opinion of Chairman Legge of the federal farm board, "would sooner see the cows die hungry than co-operate with anybody." Evidently Alex. is deeply peeved because farmers will not do as he tells them.

## Courteen Seed Co.

Established 1892

## Milwaukee

**COURT**

TRADE MARK

**BRAND**

FINEST QUALITY

### Specialize in

# ALL CLOVERS

# TIMOTHY

## and ALFALFA

*Your Offers and Inquiries Solicited*



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**Arbitration.**—Agent representing seller, paying arbitration award to purchaser without receiving assignment of award, could not sue seller therefor (Civ. Code 1910, § 5516). Arbitration award purporting to have been made under English statute could not be enforced in state, where English laws were not pleaded.—*Wright, Graham & Co. v. Hammond. Court of Appeals of Georgia. 154 S. E. 649.*

**Warehousemen.**—Grain warehouseman receiving grain for storage may sell grain, provided he substitutes therefor other grain of like kind and quality; warehouseman shipping out and selling grain stored, without substituting other grain, thereby converts the same; default of warehouseman in selling grain stored without substituting other grain is cured, if substitution is made before demand.—*State v. Hermann Farmers Elevator Co. Supreme Court of North Dakota. 231 N. W. 725.*

**Discrimination in Rates against Texas Ports.**—Order requiring differential long haul rate favoring Texas ports held not void as preferring ports of one state, where distance to New Orleans was greater (Const. U. S. art. 1, § 9 cl. 6). Finding that maintenance of similar through rates to New Orleans and Texas ports, in face of considerably longer distance haul, constituted undue prejudice against Texas ports, held justified (Interstate Commerce Act §§ 3, 15 [par. 4], as amended [49 USCA §§ 3, 15]).—*Texas & P. R. Co. v. U. S. U. S. District Court, Texas. 42 Fed. (2d) 281.*

**Produce Exchange Form of Contract Binding.**—Where contract of affreightment incorporated by reference produce exchange's charter party which imposed liability for negligence, statute restricting liability did not apply (Harter Act (46 USCA §§ 190-195)). The contract of affreightment was made subject to produce exchange's charter party, which provided that both owner and/or operator should be responsible for all damage caused by their negligence or fault, but not for losses caused by dangers of navigation, fire, or collision, except where caused by their negligence or fault. The claim of the grain export company was sustained.—*Canada Atlantic Grain Export Co. v. Hedger Transportation Co. U. S. District Court, New York. 42 Fed. (2d) 229.*

**Furnishing Cars.**—Carrier's rule requiring written notice concerning cars desired for loading, constituting part of tariffs filed with Interstate Commerce Commission, could not be waived (49 USCA § 1 (3, 4)).—*McLemore v. Atlantic Coast Line R. Co. Supreme Court of North Carolina. 154 S. E. 390.*

**Shipper Liable for Undercharge.**—Common carrier cannot increase or decrease freight rates, and shipper must make good any deficiency not collected regardless of cause (Rev. St. 1919, §§ 10438, 10444; Federal Control Act March 21, 1918, § 10).—*Mellon, Dir. Gen. of Railroads, v. Stockton & Lamphun. Supreme Court of Missouri. 30 S. W. (2d) 974.*

## Crop Mortgage on Grain in Elevator

A. J. Konvalin, tenant, gave a mortgage on crops grown on a described half section of land, reciting that the lien included the matured crops whether "in the field, in cribs or bins, in elevator or in any other place," which mortgage was filed with the county clerk and indexed on the public records.

At 11 different times the tenant delivered and sold to J. F. Schomberg at his elevator in McLean, Neb., a village within two miles of the farm, corn and oats covered by the mortgage, to the value of \$755.90 and received the proceeds. To the extent of \$2,231.27 the \$4,545.10 debt of the tenant remained unpaid, and the mortgagee, the Security State Bank of Osmond, brought suit against Schomberg.

The bank did not give Schomberg notice of the chattel mortgage until Jan. 24, 1928, while the tenant had been hauling grain since Sept. 30, 1927. The cashier of the bank on Jan. 24 agreed that Schomberg could deduct from deliveries of the crop subsequently an amount due Schomberg from the tenant. Pursuant to this agreement, from the proceeds of a delivery of 679 bus. and 26 lbs. of corn Schomberg deducted the account mentioned, \$124.50, and drew a check payable jointly to Konvalin and the bank for \$317.15, the remainder of the proceeds, and the bank held this check at the time of the suit.

From a decision in favor of the bank Schomberg took an appeal to the Supreme Court of Nebraska, which held the notice of lien on the county records was sufficient but granted a reversal on the ground that the

bank was bound by the cashier's agreement. The Court said:

A copy of the chattel mortgage was on file in the office of the county clerk. What the public record disclosed was constructively imparted to defendant. If the chattel mortgage itself did not give him constructive notice that the grain delivered at his elevator by mortgagor was incumbered, it suggested inquiries which, if pursued, would have elicited knowledge of the lien. Defendant had an opportunity for inquiry every time mortgagor delivered a load of grain at the elevator. The chattel mortgage suggested inquiry by stating definitely the name of mortgagor; by describing in technical language the land occupied by him as tenant; by naming the mortgagor and the mortgagee; by specifying the different kinds of crops growing on the land described and the acreage of each; by reciting the indebtedness secured; by extending the lien on growing crops to the matured grain, whether "in the field, in cribs or bins, elevator or any other place"; by indicating the growing crops were within two miles of defendant's elevator. It is a fair inference that a simple inquiry directed to either party to the chattel mortgage would have elicited knowledge of the lien with resulting protection to both the mortgagee and the purchaser. In this view of the record absence of notice was not a defense.

The first actual notice of the mortgage was given directly by the cashier. The action in tort had not been commenced. The cashier was acting for the bank and not for himself personally. The business in hand was the bank's business. The cashier had authority to accept a partial payment on the secured debt and to reduce the lien to that extent. The check that he agreed to accept was issued for the proceeds of mortgaged corn and was equivalent to a payment of \$317.15 on the debt secured by the chattel mortgage. The bank was a beneficiary in the transaction. Before the agreement was made defendant's purchases of the mortgaged grain amounted in value to \$314.25 only. Thereafter he was induced by the agreement to make additional purchases of corn aggregating in value \$441.65. Under the circumstances defendant had a right to assume that the cashier had the authority he exercised in the name of the bank. Defendant's part in the transaction was not precarious enough to outlaw the defense pleaded and proved.

The instruction directing the verdict in favor of plaintiff was prejudicially erroneous and for that reason the judgment of the district court is reversed and the cause remanded for further proceedings.—230 N. W. Rep. 487.

## An Improved Electric Wagon and Truck Dump

The new electric truck and wagon dump for grain illustrated herewith operates by hoisting the front wheels of the vehicle, permitting the grain to flow out thru the end gate, down the trap door in the floor, and into sink.

The tires of the front wheels are firmly supported during the lift by two heavy steel bars hooked to tackle equipped with 3/8-inch plow steel cable. All parts are of steel and nothing can break.

The operator has complete control at all times without the use of a brake, since the 2-h.p. electric motor drives thru a worm gear against worm wheel, the weight of the load having no power to make the motor run backward when the power is off. All that is necessary is for the operator to throw a lever up, down or in stop position. The reversing switch is located to suit the operator.

Two drums are provided for the cable winding, and the motor has roller bearings, the steel and bronze worm gear combination being inclosed in a tight gear box.

The overhead rails on which the hoist travels makes it possible to employ the dump to serve any number of dump sinks, unloading long or short wagons with equal facility. Additional information will be furnished readers of the Grain Dealers Journal on application to the manufacturers, the Sidney Grain Machinery Co.



Improved Electric Wagon and Truck Dump



## Supply Trade

**Chicago, Ill.**—Armin O. Kuehmsted, at one time vice-pres. of Gregory Electric Co., died Oct. 6.

**Winnipeg, Man.**—Pearson Bros. Ltd., grain elevator builders, has succeeded Pearson & Burleigh.

**Chicago, Ill.**—During the three quarters of this year we have equipped more bins with the thermometer system than in the whole of 1929, and it was all in new grain elevators.—W. R. Young, vice pres. Zeleny Thermometer Co.

**Advertising**, as I see it, is the most economical method of getting the acceptance that makes a product easy to sell. There is no good reason why we cannot double our volume, if we let advertising set the pace and strengthen our organization to maintain it.—Otto Y. Schnering, Pres., Curtis Candy Co.

**Alma, Mich.**—The physical assets, including factory, machinery, designs and materials of the Crippen Mfg. Co., have been purchased by the A. T. Ferrell Co. If the demand warrants, continuation of the manufacture of Crippen machines will be undertaken. In any event, the new owner will continue to supply parts and supplies, giving complete service.

**Buenos Aires, Argentina.**—While South America is undergoing a revolution in its form of government, it is also undergoing a revolution in the way of handling grain. They are making a considerable number of improvements. The O. W. Randolph Co. shipped, last week, two Randolph Direct Heat Grain Driers and next week another drier will be shipped into the Argentine.

**Akron, O.**—A new catalog of belting, packing, hose, matting and miscellaneous items manufactured by The Diamond Rubber Co., Inc., for industrial use, is just off the press. An interesting feature of the publication is that the cover and mailing envelope were printed from rubber engravings, hand-cut from sheet rubber manufactured by the Diamond Co.

**Marion, O.**—Haines Feed Mixers were recently purchased by: Bellevue Farmers Grain Co., Bellevue, O.; Thomaston Farmers Union, Thomaston, Me.; Moellering Flour Mills, Ft. Wayne, Ind.; Elton Bros., E. Rochester, O.; LaFayette Co-Op. Co., LaFayette, O.; Broadwater Bros., Phillip, Wis.; Bob Ellis, Ava, Mo.; Antioch Mlg. Co., Antioch, Ill.; Superior Feed Co., E. St. Louis, Ill.; Guyette & Sauerman, Tarkio, Mo.; Sun Mercantile Co., Denver, Colo.; New Castle Feed Co., Mercer, Pa.; Amo Mlg. Co., Amo, Ind.; Richards & Schrader, Ward, Pa.; Joseph Bianchi, New Ulm, Minn.

**Schenectady, N. Y.**—The General Electric Co. announces the CR-7006-T-5 oil-immersed magnetic switches for heavy-current duty in controlling large sizes of motors. The new switches supersede the General Electric CR-7006-T-3, 150-ampere magnetic switch. They consist of a three-pole, 200-ampere, oil-immersed contactor, a temperature overload relay, two current transformers and an undervoltage relay all mounted on a suitable floor-mounted framework, which is built with steel front. Instantaneous undervoltage protection is obtained with one form when used with a drum switch. Time delay undervoltage protection is obtained with the other form when used with momentary contact type push button control. For standard motors the switches are rated 750 horsepower at 2500 volts, and 1200 horsepower at 4,000 volts. They have an approximate weight of 525 pounds and require 5½

gallons of oil each. These switches may be used on 6600 V., 750 horsepower maximum, by providing 6600 V. current transformers.

### Burlington Elevator "A" at St. Louis Equipped with Thermometer System

In the illustrated description of the Burlington Elevator at St. Louis, Mo., appearing on page 447 of the Journal for Oct. 8 it should have been stated that the elevator is equipped with a thermometer system whereby the operators can determine the condition of the grain in the bins and prevent loss by heating.

In all of the 27 large bins there has been installed the Zeleny Thermometer System accurately indicating the temperature every five feet from bottom to top of bin, with the instrument room and reading device located near the center of the storage.

### A Successful Man

A successful man is one who has tried, not cried; who has worked, not dodged; who has shouldered responsibility, not evaded it; who has gotten under the burden, not merely stood off; looking on, giving advice and philosophizing on the situation. The results of a man's work are not the measure of success. \* \* \* To have worked is to have succeeded—we leave the results to time. Life is too short to gather the Harvest—we can only sow.—Hubbard.

**Balloting** on the recommendations on future trading in referendum No. 56 of the Chamber of Commerce of the United States closed Oct. 18.

# Hess Direct Heat Driers

Have all the advantages and flexibility  
of Hess Steam Heat Driers

WITHOUT

Expense and Bother of Steam Boilers

*Simple to Install Simple to Operate Automatic*

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Crowell Elevator Company  
I. C. Railway Elevator, Omaha, Nebr.

LET US PLAN A GRAIN DRYING PLANT FOR YOU



# Feedstuffs

The Futrell Produce Co., Checotah, Okla., filed ser. No. 297,365, the word "Che-Co," for dairy feed, laying mash, scratch feed and chicken feed.

Williams Patent Crusher and Pulverizer Co., St. Louis, Mo., filed ser. No. 305,095 the word "Karmels," for stock feed.

## Pennsylvania Organization Changes Its Name

The Pennsylvania Millers State Ass'n, at its 53rd annual meeting, held in Harrisburg, Pa., last month, voted for a change of name. The new name of the organization is the Penn. Millers' and Feed Dealers' Ass'n.

The new officers are W. B. Barnitz, Carlisle, Pa., pres.; W. K. Harlacher, Highspire, Pa., 1st v.-p.; A. R. Selby, Germantown, Md., 2nd v.-p.; E. J. Eshelman, treas., and George A. Stuart, Harrisburg, Pa., sec.

## To Broadcast "Read the Label" Talks

Farmers who buy livestock feed are to have their own series of "read-the-label" radio talks, beginning in November, says Morse Salisbury, Chief of the Radio Service, U. S. D. of A. Four talks will be broadcast by 83 representative radio stations, the first to come Nov. 3. The others will follow at weekly intervals.

Cottonseed meal will be the subject of the first talk. Discussions of mixed feeds, grain by-products, and alfalfa leaf-meal will follow in that order. The talks are scheduled under the Radio Service's Farm Reporter series. Information for these talks and practical suggestions will be furnished by the cattle-feed unit, food control office, of the Food and Drug Administration.

## Hay Movement During September

Receipts and shipments of hay at the various markets during September, as compared with September, 1929, in tons, were:

|                     | Receipts |        | Shipments |       |
|---------------------|----------|--------|-----------|-------|
|                     | 1930     | 1929   | 1930      | 1929  |
| Baltimore .....     | 1,021    | 59     | .....     | ..... |
| Chicago .....       | 8,675    | 8,878  | 1,719     | 1,002 |
| Cincinnati .....    | 4,752    | 4,587  | .....     | ..... |
| Denver .....        | 1,133    | 638    | .....     | ..... |
| Kans. City .....    | 16,668   | 18,276 | 4,812     | 5,436 |
| Milwaukee .....     | 252      | 252    | .....     | ..... |
| Minneapolis .....   | 1,584    | 886    | .....     | 12    |
| New York .....      | 166      | .....  | .....     | ..... |
| Peoria .....        | 490      | 940    | 60        | 50    |
| St. Louis .....     | 17,844   | 5,592  | 6,564     | 2,052 |
| San Francisco ..... | 8,393    | 4,156  | .....     | ..... |
| Seattle .....       | 385      | .....  | † 640     | ..... |

†Exports only.

## Feed Movement in September

Receipts and shipments of feeds and feeding stuffs at the various markets during September, compared with September, 1929, in tons, were:

|                      | Receipts |        | Shipments |        |
|----------------------|----------|--------|-----------|--------|
|                      | 1930     | 1929   | 1930      | 1929   |
| *Baltimore .....     | 2,458    | 1,287  | .....     | .....  |
| *Chicago .....       | 18,680   | 15,168 | 49,699    | 54,085 |
| Cincinnati .....     | 630      | 570    | .....     | .....  |
| †Kansas City .....   | 4,540    | 8,560  | 18,260    | 18,500 |
| Milwaukee .....      | 20       | 4,860  | 7,810     | 12,275 |
| *Minneapolis .....   | 3,168    | 6,281  | 55,723    | 65,778 |
| *Peoria .....        | 30,950   | 29,580 | 38,526    | 47,940 |
| †San Francisco ..... | 546      | 405    | .....     | .....  |
| Sioux City .....     | .....    | .....  | .....     | 6,570  |

\*Mill feed. †Bran and shorts. ‡Bran only.

## Pacific Coast Feed Trade Practices

At recent group meetings of California feed dealers the following trade practices were agreed to:

1. It is the sense of this Association, representing the feed retailing and manufacturing groups of California, that we collectively approve the distribution of feedstuffs through legitimate feed dealers at legitimate re-sale margins.

2. It is agreed that the handling of whole grain on a margin below the actual cost of overhead, or without consideration of replacement value, and making proprietary and branded feeds carry the entire cost of distribution, is hereby condemned as an unfair trade practice.

## Black Strap Feeding In Alabama

An experiment begun in 1925 and completed in 1929 to obtain information of value to cattle producers in the Black Belt of Alabama is reported in bulletin No. 231.

Over a 3-year period steers fed cottonseed meal and Johnson grass hay made an average daily gain of 1.33 lbs. per head at a feed cost of \$12.13 per 100 lbs. of gain, and returned a profit above feed cost of \$1.64 per head. During the same period steers which had blackstrap molasses in addition to the above ration gained at the rate of 1.61 lbs. per head daily at a feed cost of \$13.16 per lbs. of gain, and returned a profit over feed cost of \$2.03 per head. The steers receiving molasses had slightly more finish at the end of the feeding period and sold for 39 cts. per hundredweight more than those receiving no molasses.

A certain amount of opposition is a great help to a man. Kites rise against the wind. Even a head wind is better than none. No man ever worked his passage in a dead calm. Let no man, therefore, wax pale because of opposition.—Anon.

## St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran, gray shorts and standard middlings for the December delivery:

|              | Sept. 20 | Sept. 27 | Oct. 4  | Oct. 11 | Oct. 18 |
|--------------|----------|----------|---------|---------|---------|
| Bran .....   | \$23.00  | \$21.75  | \$23.00 | \$21.10 | \$22.00 |
| Shorts ..... | 25.50    | 23.75    | 25.25   | 23.50   | 24.00   |
| Midds. ....  | 23.00    | 21.60    | 23.25   | 20.75   | 21.00   |

## Feed Imports

Feed and fodder imports for the month of August compared with August, 1929, and for the eight months ending with August, as compiled by the Bureau of Foreign and Domestic Commerce were as follows (all figures in lbs. except hay, wheat by-product feeds and dried beet pulp, which are in tons):

|                         | August     |           | 8 mos. ending Aug. |             |
|-------------------------|------------|-----------|--------------------|-------------|
|                         | 1930       | 1929      | 1930               | 1929        |
| Hay .....               | 7,974      | 983       | 55,266             | 22,118      |
| Soybean .....           | *4,848,123 | 4,781,929 | 93,155,879         | 111,585,272 |
| Coconut or copra .....  | *150,327   | 1,811,339 | 20,405,771         | 26,124,677  |
| Cottonseed .....        | .....      | 2,355,680 | 21,522,862         | 26,114,136  |
| Linseed .....           | *2,389,500 | 5,900,000 | 43,048,088         | 47,179,136  |
| All other .....         | *2,116,800 | 837,680   | 16,233,654         | 13,219,507  |
| Wheat by-products ..... | 34,545     | 22,144    | 184,507            | 230,109     |
| Dried beet pulp .....   | 3,320      | 632       | 33,158             | 16,182      |

\*These figures include both oil cake and oil meal.

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Kansas

Wheat - Corn - Kaffir - Seeds

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## Grain Dealers Journal

332 S. La Salle Street Chicago, Ill.



## Feed Grinders and Tramp Material

By C. W. GUSTAFSON, Chief Engineer  
Mutual Fire Prevention Bureau

Within the past few months we have noticed an increased interest in the protection of attrition and hammer mills against the entrance of foreign materials. While some of this interest has come as the result of the intensive campaign being conducted by fire preventionists, the greater part must be attributed to the numerous fires and accidents which have occurred due to metal and other tramp material entering mills with the grain being ground. The result has been the awakening of many mill and elevator owners to the necessity for the installation of effective means for the removal of foreign material before grain enters the grinder.

### FIRES AND ACCIDENTS NUMEROUS

Probably the most conclusive proof which can be presented is that given by actual cases of fires and accidents which have been reported. Following are some of the most outstanding:

An attrition mill operating in the plant of Duncan & Kidder at Claremont, Minn., was damaged to such an extent that it was necessary to replace the mill. It was found that the trouble was caused by a piece of hard steel about the diameter of a lead pencil and about four inches long which had entered the mill. A set of permanent horse-shoe magnets was installed in the spout ahead of the mill for "protection," but these as is usually the case failed to "protect."

Foreign material passing through a screenings grinder of the hammer type caused a fire which did considerable damage in the plant of the Victor Flour Mills at Victor, N. Y. Only exceptionally good work on the part of the fire department and employees prevented total destruction of the plant. In this case, the fire was discovered in the hopper and elevator boot under the grinder, conclusive evidence that some foreign material, probably iron, passed through the grinder and either struck a spark or became heated sufficiently to start a fire.

A serious explosion occurred in the plant of the Kent Farmers Elevator at Kent, Minn., which originated in an attrition mill in which they were grinding smutty oats. Two men were burned, one seriously, and the explosion blew out two walls of the frame iron clad building, blew off the roof of the main building and loosened the roof of the attached driveway. Here again, dependence was placed on a scalper and horse-shoe magnets to remove foreign material, but it is clear that some metal entered the mill and caused the explosion.

A similar accident took place at the Red River Elevator Co.'s plant at Baker, Minn., when metal entered its attrition mill causing an explosion which badly burned the manager and threw fire all over the elevator. This was extinguished without loss, but conditions were right for total destruction. Two days later in this same plant a second explosion occurred, but fortunately was less violent than the first and no fire resulted. The operator heard a piece of metal passing through the mill just before the explosion so there is no question as to the cause. This is another attrition mill which had no protection other than horseshoe magnets in the spout ahead of it.

The above are but a few of the many reports we have received. During the recent Grain and Feed Dealers Convention in Chicago we had opportunity to discuss with a number of owners of grinders their experiences. One elevator-feed mill operator informed us that he had been operating an attrition mill for a number of years without protection ahead of it and with no bad re-

sults. This year, however, in one week he was forced to replace two sets of plates or burrs which were wrecked by metal passing through the mill. He now has an order in for an approved electro-magnetic separator.

Another gentleman told us of a hammer mill which was completely wrecked by a railroad spike which was carried in with the grain which was being ground. No protection for the removal of tramp iron had been provided but the new mill will have an approved magnetic separator soon.

The most unfortunate happening we heard of was of a former feed mill owner in Indiana who is minus one arm which he lost as the result of a bolt entering the attrition mill he was operating. The bolt wrecked the attrition mill and a flying fragment injured the arm to such an extent that amputation was necessary. This gentleman is now operating a filling station, but still exhibits the criminal bolt when asked how the accident occurred. Another case where a good foreign material separator would have prevented serious accident.

### HORSE SHOE MAGNETS OF LITTLE VALUE

Quite a number of feed grinder operators are still depending on horse shoe magnets or magnetic separators which employ permanent magnets to protect their attrition mill or hammer mill against the entrance of tramp iron or steel. This is false security indeed for, while such protection might be effective in catching small particles when the magnets are new or for a short time after the magnets have been remagnetized, they soon lose their magnetism and become mere obstructions to the flow of grain into the mill.

An illuminating test was recently conducted in a feed mill to test the efficiency of horse shoe magnets as a means of removing tramp iron from grain. This was at the plant of Smith Brothers & Velte & Co. at Sunfield, Mich., where a new attrition mill had just been installed. At the time of installation, a set of six horse shoe magnets were placed in the spout ahead of the mill, but about a month later an approved electro-magnetic separator was placed in the spout between the mill and the horse shoe magnets. To settle an argument regarding

[Concluded on page 570]

### The Tramp Metal Hazard

Many stories have been printed in the Journal telling of fires, explosions, and damage to machinery because of the presence of nails, nuts, bolts, and various other pieces of metal in the different grains that were being run through feed grinders.

Decisions have also been printed showing that the courts have held sellers financially liable for the death of animals brought about by the presence of pieces of metal in the feeds.

It is almost impossible to convince those who have not observed a magnetic separator at work and who, therefore, have not seen how much and how many kinds of metal are to be found in the ordinary run of grain just how great is the hazard.

Wire is naturally the "tramp" most frequently present, and while it is not so liable to wreck the machine as would a heavy bolt or nut, it could cause much more trouble than either of them, if it found its way into some prize cow's stomach.

An example of what may happen when a heavy piece of metal goes into a grinder, is carried in a report from Chesaning, Mich., dated Oct. 1. This report says that the Bryant attrition mill in the plant of the Chesaning Milling Co., was completely wrecked by a piece of metal passing into the mill. So far as could be determined there was no dust explosion and there was no fire, but the mechanical disruption of the mill was complete.

A window was taken out of one side of the building, and one of the hundreds of pieces of the mill was thrown through the roof of a barn 400 feet away. The manager, Mr. Sutter, was not struck by any of the flying pieces but he has been in a hospital ever since, suffering from a nervous breakdown because of his close call.

As those who have given this subject of "tramp" metals know, there are about 4 different types, and several different makes of separators on the market. One type, perhaps the least expensive magnetizes a part of the spout through which the grain flows.

Another uses a magnetic pulley under the conveyor belt, and still another, involves the use of a highly magnetized drum.

Several types approved by the Mutual Fire Prevention Bureau, are not very costly and they are sure to pay their own way.



Ruins of a Feed Mill at Chesaning, Mich., After Being Fed Scrap Iron



## Poultry Feeds and Feeding

### A Modified Cornell Chick Ration

The Department of Poultry Husbandry has just sent out the following modified chick ration:

**Mash Mixture** (36-48 hours to maturity)—45 lbs. yellow corn meal, 10 lbs. wheat bran, 15 lbs. flour wheat middlings, 10 lbs. fine ground heavy oats, 10 lbs. meat scrap, 50-55% protein; 10 lbs. dried skim milk or dried buttermilk, 2 lbs. steamed bone meal and ½ lb. salt.

**Grain Mixture** (8 weeks to maturity)—60 lbs. cracked yellow corn and 40 lbs. wheat.

**Possible changes in the Ration.**—If fine ground heavy oats cannot be obtained, yellow corn meal may be substituted for the oats. The dried milk may be omitted from the mash when it is desired to use liquid or condensed milk products.

### Too Many Loafing Hens

Too many loafers in Iowa poultry flocks held down the production and income during September—that is the interpretation placed on figures in the report of the poultry calendar record flocks by W. M. Vernon, poultry extension specialist of Iowa State College.

The average production per bird in September was 9.4 eggs as compared to 11 in August. An increase in the number of hens and pullets in flocks indicates that the pullets are coming into production and the old birds which have quit laying have not been culled out closely. The 10 high producing flocks averaged 14.5 eggs per bird as compared to 16.3 in August, while the 10 low producing flocks averaged 4.7 eggs per bird as compared to 5.8 last month.

The average receipts per bird from all flocks during September was 33 cents as against a total expense of 20 cents, leaving net receipts of 13 cents. The feed per bird in the 10 high producing flocks was 36 cents and receipts above total expense in the high flocks were 15 cents per bird.

### What Causes Thin Shells?

In a bulletin, "Feeding for Eggs," the Wisconsin College of Agriculture, thus discusses the question of what causes thin egg shells:

There are apparently three causes for shell-less and thin shelled eggs. Shell-less and very thin shelled eggs are often laid by hens that have met with a slight accident, such as falling off the roosts, or that have become frightened. Clumsy, overfat hens are more likely to lay this type of egg than are more active ones.

Another type of thin shelled egg, often called "paper shelled eggs," apparently is largely caused by the hens being too closely confined and not getting into the direct sunlight.

Whenever there is a late spring with a great deal of cloudy weather, many flocks lay this kind of thin shelled eggs. The egg shell quality from such a flock will begin to improve as soon as the hens get into direct sunlight.

Ordinary window glass absorbs the ultra violet rays from the sunshine. These rays have the property to make the minerals in ration available.

Tests at the Wisconsin Experiment Station show that hens kept out of the direct sunlight for months, will lay well and produce normal eggs if they are fed a mash containing 5 per cent of cod liver oil or if the flock is given a daily exposure to the quartz mercury lamp. This may be very important during cold cloudy weather in October,

November, December, January and February. Whenever the sun shines its rays should be utilized in so far as possible. During cold cloudy weather the addition of some cod liver oil may be found very beneficial especially for heavy laying flocks of pullets.

For heavy laying flocks of pullets and for hens kept as breeders it is good practice to use cod liver oil in the mash and also give advantage of all of the sunshine there is. In practice if the pullets start to lay in October, begin adding about one quart of cod liver oil to each 100 pounds of mash and continue until spring.

Cod liver meal is also used as a source of vitamin D. This can be used as 5 per cent of the mash or a mixture of one pint of cod liver oil and 2½ pounds of cod liver meal added to 100 pounds of mash is satisfactory.

### Cod-liver Meal vs. Cod-liver Oil

The New Hampshire Experiment Station has for some time been experimenting as to the relative value of cod-liver meal and cod-liver oil in chick feed and in a recent bulletin tells of the continuation of this work. This bulletin says that the men in charge of the test—H. O. Stuart, and T. B. Charles—found that a lot of 75 chicks receiving 2 per cent of cod-liver meal weighed an average of 19.11 oz. each at 7 weeks of age. This was approximately 2 oz. more than a similar lot fed 1 per cent of cod-liver oil. A lot fed 2 per cent of cod-liver oil averaged 15.82 oz., those receiving 3 per cent of oil 13.81 oz., and those receiving 4 per cent of oil 15 oz. Excessive feeding of cod-liver oil resulted in slow and uneven growth, and pale shanks were characteristic of chicks so fed. In this test the chicks receiving the cod-liver meal consumed 78.14 oz. of feed per chick, those receiving 1 per cent of cod-liver oil 45.75 oz., 2 per cent of oil 42.72 oz., 3 per cent of oil 45.42 oz., and those on 4 per cent of oil 52.07 oz.

The hatchability of eggs produced by 150 pullets fed cod-liver meal was 74.6 per cent, as compared with 64.3 per cent for the eggs of pullets fed cod-liver oil. Of the fertile eggs set the hatchability was 84.3 and 75.4 per cent, respectively.

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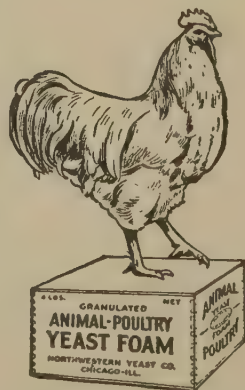
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Let us tell you the complete story about yeast and show you how to increase your business by marketing a mash feed containing Animal-Poultry Yeast Foam. A post card inquiry will bring you full information by return mail.

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## Production of Alfalfa Meal

The September, 1930, production of alfalfa meal in the U. S. totaled 39,485 short tons, according to reports received from meal manufacturers by the Grain, Hay and Feed Market News Service of the Bureau of Agricultural Economics. This season's grinding continues heavier than last season but less than for the same fall months of 1928. This September's outturn was 11,178 tons in excess of the previous month's production, 7,233 tons greater than in September, 1929, but 3,440 tons less than in that month in 1928. The total outturn this season, June through September, aggregated 120,730 tons and compares with 104,929 tons produced in the same months last season and 134,840 two years ago.

| Month            | 1930-31 | 1929-30 | 1928-29 | 1927-28 |
|------------------|---------|---------|---------|---------|
| July             | 22,272  | 24,408  | 26,707  | 14,674  |
| August           | 28,614  | 28,884  | 38,716  | 19,738  |
| September        | 39,485  | 32,252  | 42,925  | 28,128  |
| October          |         | 40,847  | 40,427  | 36,236  |
| November         |         | 27,785  | 33,132  | 37,760  |
| December         |         | 42,077  | 31,898  | 35,739  |
| January          |         | 44,821  | 51,232  | 40,228  |
| February         |         | 41,653  | 37,393  | 30,246  |
| March            |         | 22,871  | 27,893  | 25,551  |
| April            |         | 15,588  | 14,659  | 17,865  |
| May              |         | 11,197  | 8,686   | 16,001  |
| June             |         | 30,666  | 19,385  | 26,492  |
| Total for year.. | 362,049 | 374,053 | 328,658 |         |

## Handling Soy Beans

In bulletin No. 11, Secretary Sale of the Indiana Grain Dealers' Ass'n issues the following warning to dealers who may be called upon this fall, for the first time, to handle soybeans.

To the inexperienced elevator man in handling beans, we might warn him of their danger in heating. They are treacherous and can get hot quicker than grain and spoil easily. Clean the beans as they come in so as to get out the weeds and some of the split beans. Use your moisture tester in determining the amount of moisture. No. 2 Yellow beans (the trading grade) will allow 16% moisture, but even that is rather dangerous in weather like the present. In testing soy beans use 100 grams of beans 150 c. c. oil and shut off your heat at 175 degrees. Watch your beans and rerun occasionally for safety.

The best prices offered by millers now is \$1.15 f. o. b. your station, and they give no assurance of holding it up to that figure. Buy your beans on a proper margin of profit, for really no staple market price is yet established, nor will mills contract with you for futures. You need not look for a "price war" by the mills as last year, for we predict you won't see it. It is our guess that the mills won't send out "buyers" in your territory either. There will be plenty of beans to go around this year, and millers say they will buy beans from the elevators only.

For your information, No. 2 Soy Beans, according to the U. S. Standards will permit

## Practical Poultry Farming

by L. M. Hurd

extension instructor in poultry husbandry, New York State College of Agriculture at Cornell University, is an up to date treatise on the raising of poultry. The poultryman who keeps hens as a main enterprise, the farmer whose flock is incidental to other farm operations, and the feed dealer who wants to talk knowingly about poultry raising will all find the book useful and profitable to read. Printed in large type, and with many illustrations, its 400 pages are full of practical information.

Price \$3.50, f. o. b. Chicago

**Grain Dealers Journal**

332 So. La Salle St., Chicago, Ill.

54 lbs. as a minimum weight; 16% moisture; 10% splits; 3% damaged and 2% foreign material.

## Dehydrated Orange Peel and Pulp

BY GAYLORD J. STONE

Seemingly unrelated incidents have often led up to the most startling discoveries. Men laughed at Ben Franklin, flying a kite—but the discovery of electricity was the result. A falling apple disturbed the sleep of Isaac Newton—and from this trivial incident he worked out the law of gravitation.

The wonderful value of oranges as an ingredient for poultry feed was found through similarly unrelated events. About three years ago my little girl became very ill with stomach trouble. After the attending physician had prescribed as a diet practically everything known to modern medical science—all without appreciable results—he finally suggested orange juice as a last resort.

The effect was astounding. Within two weeks my daughter had returned to normal health; she was able to retain solid food on her stomach and thereafter she developed very rapidly into a strong and healthy child.

The wonderful results of the orange juice in my own family naturally awakened my curiosity concerning this rich source of the health-giving vitamins. Knowing that the juice itself was more than ninety-five per cent water, I concluded that these same mysterious vitamins which had brought my little girl back to health would be found in larger and more concentrated quantities in the pulp and peel itself.

So I then began a lengthy investigation of the vitamin contents of this fruit, securing all available information from the foremost authorities on the subject. Miss Agnes Fay Morgan, of the University of California, and Dr. Harvey Wiley, of Washington, D. C., kindly supplied very valuable data; and I then took the matter up with various laboratories that had experimented with orange-feeding on guinea pigs and rats afflicted with scurvy, with pronounced curative results.

Convinced that I was on the road to the discovery of the long-sought-for green food substitute, I contracted with a California candy concern to supply us with enough of the dehydrated whole oranges for experimental purposes. Professor F. W. Kazmeier, our poultry expert, then conducted experiments for approximately two years, testing and proving the wonderful properties of this new ingredient in every conceivable manner.

The University of California likewise conducted successful experiments and, at the same time, we supplied feed containing the dehydrated orange and peel to three practical poultrymen.

The results in every case were even more satisfactory than I had hoped for. The most rigid tests proved beyond a doubt that dehydrated orange peel and pulp is not only a wonderful source of the health-giving and growth-promoting vitamins, but also that it is the most perfect substitute for green food yet known to mankind.

I am convinced that the dehydrated orange is the greatest single discovery yet made in the feeding of poultry—all the way from the baby chick to the laying hen. And bear in mind the fact that it is not a theory nor an experiment—but a proven success.

A study of egg consumption in different countries shows that the per capita consumption in Canada is 313 eggs, in Belgium 213 eggs, in United States only 204 eggs. Another study shows that the per capita consumption of eggs in this country has not increased during recent years. Available data show that the consumption was greater early in the 20th century than it is at the present time.



**Standard for 35 Years**

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Fine ground for Poultry Mash and our specialty

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## St. Louis Mill Feed Futures Market

Address by C. B. RADER, sec'y St. Louis Merchants Exchange, before Grain and Feed Dealers National Ass'n at Chicago Oct. 15.

The volume of trading in the mill feed market of the St. Louis Merchants Exchange is going up and right now it is about at its peak. We have no recession.

The St. Louis mill feed futures market is no longer an experiment, or an innovation, but it has proven an addition to the mill feed trade.

The necessity of such a market was apparent for years, and last year a few men in St. Louis got together and thought we could do something along those lines. We had nothing to start from. We had no precedent, but we appointed a com'tee and sat down and worked out some rules. They were submitted to various groups of our members, some of them protested strongly against going into this activity, particularly our millers, because they didn't know anything about it. They were skeptics, but we finally convinced them that we had something. We voted it over.

These same millers and feed manufacturers who were against this thing at the start are now the biggest users of the St. Louis mill feed futures market.

The Millers National Federation sent a com'tee of five or six men to investigate the mill feed futures market. They spent a day in St. Louis, and in the next issue of their house organ they gave us a clean bill of health and made recommendations to us and to their members. One of the recommendations was to talk to groups of people just like you, and mill feed manufacturers, because they recognize that the buying end must be built up as well as the selling end, and of course, so do we.

The millers have been very much interested in this market. We have received inquiry from Europe; we have received inquiry from practically every state in the Union. One man uses it and finds it a good help to him. He tells another; but he can't give the details of this thing, so they write to us.

**A Hedging Market.**—This is a price insurance market. We provide for the delivery the same as the contracts. There isn't much difference between this and the wheat contracts. Delivery can be made as is done on the wheat contracts, and there is about ten per cent of the volume traded in, delivered. It provides a place where the mill feed man can come in and buy his supplies six months in advance, or likewise he can sell his manufactured feed by hedging, by selling bran short in the pit. It permits him to sell in advance, which he was never able to do before with the assurance he would be able to get the commodities to make his feeds. We trade in six months options, six months ahead.

The round lot trade is 100 tons. We also provide for job lots of 25 tons. The commission charge is \$20 a round trade per 100 tons, or 20c per ton in job lots of 25; multiples of 25.

**Standards.**—One of the hardest things for our committee to work out was what will be the definition of these mill feeds. We took it up with the Federal Department. We found there were no government standards on feeds. We took it up with the state departments and found the same thing, so we turned to commercial users, and adopted the standards of the Food Control Ass'n of the United States.

When deliveries are made on these contracts, the sample is taken out of these cars and inspected by the inspector of the Mer-

chants Exchange. He places the grade thereon. For instance, in bran, "cool, sound and sweet," which is the definition set up by the feed control officials. If the shipper is not satisfied with that grade, he has the right of appeal to the committee composed of a miller, feed manufacturer, etc., five men, to determine whether or not the inspector is correct. In some cases he has been reversed, but in very few cases.

This contract is a big help to the mill feed people. It has been found so by the millers of the country, because it provides something that has never been known be-

fore in the industry. In other words, you now have a perfect hedge; buy your wheat and sell your feeds.

We find that the millers of the country are beginning to sit up and take notice. They are coming in and asking questions. They are using the market from time to time. The volume is increasing, the liquidity of the market is increasing. We want to co-operate with you folks. We want you to write to your St. Louis correspondents and find out just what this is. One magazine expressed it, that it is the best thing that has hit the trade in years.

We can't put this over alone. We must have volume. We must have the support of organizations of this kind, and we want to help you. We want your co-operation in this matter. We believe you will give it

[Concluded on page 570]

**WHEN in the market for Corn Gluten Feed, Corn Oil Cake Meal, Brewers' Dried Grains or Malt Sprouts, get in touch with**

**ANHEUSER-BUSCH**

:::

**ST. LOUIS**

## Who

can possibly face the next six months in the feed business "bearishly"? It can't be done. The present low level of prices just when we are going into the heavy feeding season practically guarantees favorable results on all purchases.

We feel that the 1930 major depression in general business is at an end—so far as the feed business is concerned.

## Let's Go—Together

**Arcady Farms Milling Co.**  
**Chicago, Illinois      Kansas City, Mo.**

## INCREASE YOUR FEED BUSINESS

### Add MINROL-PROTIN to Your Poultry Mash

MINROL-PROTIN is a Complete Mineral Concentrate for Poultry. It supplies ALL the minerals poultry requires. Added to your grain rations NOW it will insure good results for customers using your feeds.

Learn how MINROL-PROTIN will improve the efficiency of your poultry feeds and increase your business. Send today for our interesting, informative booklet, illustrated with photographs of actual results obtained with mixtures containing MINROL-PROTIN.

Feeds That Contain MINROL-PROTIN Are Better Poultry Feeds.  
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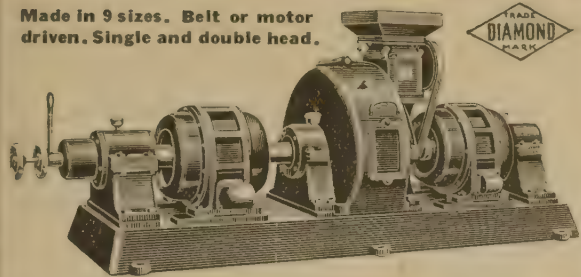
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### Small Grains

in greater volume will be ground into Feed this year than ever before. Millers that operate DIAMOND MILLS will grind a large portion of this grain efficiently and economically. The grinding season is here. We have a Diamond Mill to fit your needs.

**Diamond Huller Co., Winona, Minn.**



## The "SUPER-Williams" Force Feed Hammer Mill

For regrounding alfalfa, fine ground oats, barley, screenings, etc.



The "KAM-TAP" Vibrating Screen for alfalfa meal and other cereal separations.

Consistently shows capacity increases of 15% to 100% with the same power due to screw feed which insures steady maximum feed with no overloads and no wasteful light loads. Nine popular sizes including large diameter slow speed mills. Write us.

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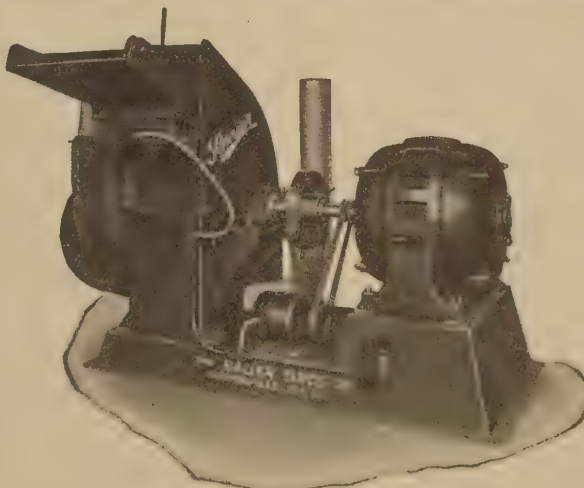
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**THE BAUER BROS. CO.**

MANUFACTURERS

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## Problems Confronting the Feed Trade

Address by D. W. McMILLEN, pres. Am. Feed Mfrs. Ass'n, Chicago, before Grain and Feed Dealers National Ass'n.

The mixed feeds have been manufactured in this country for a great many years, but the manufacturer of real balanced rations as carried on today is somewhat of a new business because it has developed very fast in the last few years.

The U. S. Department of Agriculture, one of the leading scientific forces in the world, for better and more economical methods on the farm, in conjunction with our agricultural colleges greatly stimulated the growth of the animal industry in this country, and the development of mixed feeds, and are co-operating in a different way with the manufactured feeds today than they have ever co-operated before.

Feed manufacturers have need of real scientists in their organizations today. Feeds must be built to suit the conditions of the community into which they are shipped. Territories where little grain is produced, complete balance of ration for dairy cows and poultry is required; where grain is produced, a supplement, largely of concentrates, is required. In other territories where there is an abundance of concentrates, it is very necessary that other grains, carbohydrates and so on, supplant them, and take their place.

When I was a boy, my father was interested solely in the country grain elevator business. Times have been hard before in the grain business. I remember in 1893 that we purchased thousands and thousands of bushels of corn at 18c a hundred. Now, somebody says, "You must be mistaken. Corn couldn't be as low as 18c a hundred," but for a period of weeks and months the price of corn was 18c a hundred pounds.

At that time there were no such things as pikes and country roads and mud was hub deep and a thousand pounds of corn on a wagon load that came in during those muddy fall and early winter months was a good load and a man carried home a pretty good check when he took a check for \$1.80. Of course, conditions were entirely different and other commodities were lower in comparison during those times.

**Change in the Feed Business.**—The grain business has undergone a great many changes during these years, and the feed business, of course, has undergone much greater change. During those times such a thing as a mixed feed or a balanced ration for production of milk or eggs was almost wholly unknown. Little of it was known in any agricultural institution. Little was said about it, and no dreams of the future seemed to be in existence. During those earlier days in the grain business, the grain man handled feeds, flour; the feeds that he handled were mill feeds and sometimes some few concentrates.

**Farm Mixing.**—The feed business not a great many years ago was criticized very severely by the agricultural colleges. They stated that they could procure or produce a formula with which the man on the farm could mix his own feeds by buying the raw materials and the ingredients that were necessary, and that is what he should do. A great amount of money was spent in this sort of thing, and the feed manufacturers thought that his cause was almost a lost cause, and that that was the basis upon which the farmer would produce a balanced ration to feed to his cows and chickens.

During the past few years, however, in the various commercial organizations of this country, the college man and some of the best in this country, and many of the best in this country nutrition experts, have come into these organizations and an entirely different situation has developed and a different feeling now exists.

To give you an illustration of what I mean by that in just a moment, but I want you to bear this in mind because it is a fact: a short time ago, after a year or two of intensive hearings over the United States by the Interstate Commerce Commission, a ruling was put into effect regarding the freight rates in western territory, as well as eliminating transit holding in the mixed feed industry. A little preliminary hearing was heard before one of the Commissioners in order that we may know what the process is taken in regard to the reopening of this case, and we asked for testimony from possibly the Dean of animal husbandry in this country, Dr. Morrison, the editor of the Feed Man's Bible.

Dr. Morrison made this statement: As little as five years ago he had stated to the milk producers of the state that they should take certain formulas and buy their raw ingredients and mix their own feed, but that when he made a survey he found that such a small

per cent were doing it, and those who were doing it were not doing it right, that he was amazed. He went further and stated that today with the scientific research which is being done by the large feed manufacturers in conjunction with the agricultural colleges, if the balanced ration which is made and shipped into the state which he now represents, the State of New York, were taken away from the farmers for a six-months' period, that the New York milk shed could not supply enough milk to supply New York City.

That is a pretty broad statement for a man who believed that the economical thing to do was to mix it on the farm. He said it was necessary for the ingredients to be put into a bag and given to the farmer, instead of giving him a piece of paper and expecting him to execute what he was told to do.

Now, I will quote definitely what Dr. Morrison said, because I asked him to quote it afterwards, because I wanted to use it at this time; I merely thought about it, and I wrote him and asked where the statement was made, and he sent me this. This is what he said: "The mixed feed manufacturers are rendering a real service to the livestock industry. On account of the magnitude of the operation of the large and efficient manufacturers, they are able to reduce milling costs to a minimum, and also they are able to secure excellent scientific advice in planning the formulas for their various feeds, so as to produce efficient results in livestock farming. The extension work of many feed companies has been an important aid in convincing farmers of the advantages from well-balanced rations."

Before your meeting closes, I hope that you will not fail to give authority to your Board of Directors to take such action as they see fit for your Ass'n in regard to Case 17,000 which is before the Interstate Commerce Commission. I know that it is of vast interest to the farmer in the West who is producing grain, the man in the East who is buying the products of that grain. It is a great economic question. We feel certain and know in our own minds that it will be given most careful consideration by the Interstate Commerce Commission. We believe that the case will be open so far as transit is concerned. We think you should be in position to say what action you see fit in regard to this case when it comes up. I say to you that it is a great economic question.

**If there is to be no transit,** if there is to be no milling in transit, or no storage in transit, on the by-products of various commodities of this country, what will be the result? Will a man who has a car of cotton seed meal manufactured at a small manufacturing establishment in Texas be compelled to store it at that little place, and wait until the man from New England wants to buy a car of cotton seed meal, and then if they can get together, will he ship this car from Texas to New England?

If a mill is manufacturing mill feed, must they store all of their product at their mill, and wait until the man a thousand miles away is ready for that commodity before he can ship it? It is a question which has developed thru all these years by the railroads, and hundreds of millions of dollars are invested in institutions which are taking advantage of storage in transit and milling in transit, as it exists today. So I say, I am sure that you will want, Mr. President, to put yourselves in position to align yourselves wherever you see fit in regard to this question, when it comes before the Commission.

### Wheat Brings \$1.67 Per Bushel

Wheat fed to pigs returned double its market price in a test recently finished at the Madison County (Ohio) Experiment Farm.

On Sept. 1, H. W. Rogers, Superintendent of the farm, started a group of twenty-nine pigs, weighing 119 pounds, on the following mixture: ground wheat, 1000 pounds; tankage, 100 pounds; ground choice clover hay, 100 pounds; and salt, 15 pounds. This mixture was fed in a self feeder to the pigs, which were confined in a dry lot. During the period of the test the average daily feed consumption per pig was 7.85 pounds of the mixture.

The pigs gained 2.16 pounds, daily, for a period of thirty-six days, and were then sold

for \$10 per hundred weight. With tankage at \$4.00 per hundred pounds, ground clover at \$1.50 per hundred pounds, and salt at a cent per pound, the pigs returned \$1.67 per bushel for the ground wheat which they ate.

Light-weight pigs make less rapid gains, but make the gains from less feed, than do heavy pigs. Farmers can expect to obtain similar gains and similar feed requirements from wheat which they may desire to feed. Paul Gerlagh, Chief of the Department of Animal Industry of the Ohio Experiment Station, strongly recommends that the wheat be coarsely ground, and that some protein concentrate, such as tankage, be used.

## Hight Elevator Co.

Receivers — Shippers

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Clipped, Sulphur, or Natural Oats  
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BULK OR SACKED

## FAIRMONT'S

Pure Flake  
Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO U.S.A.  
OMAHA, NEBRASKA

## The Manufacture of Commercial Feeds

by W. H. Strowd, Ph.D.  
Formerly Chief Chemist, Wisconsin  
Department of Agriculture

The first chapter is devoted to the composition of feeds. Then the author goes on to discuss, authoritatively, balanced rations and feeding standards.

The ensuing chapters take up the various products of cereals and other ingredients used in feed manufacture. Wheat, rye, corn, oats, barley and rice products are enumerated and discussed in turn, followed by flaxseed, cottonseed, sugar beet, cane, meat, fish and dairy products.

After grounding the reader in these essentials, the author proceeds with the preparation of dairy, calf, hog, poultry, horse and cattle feeds, with appropriate formulas for each. Price at Chicago, \$3.00. Weight, 2 lbs.

Grain Dealers Journal  
332 So. La Salle St., Chicago, Ill.

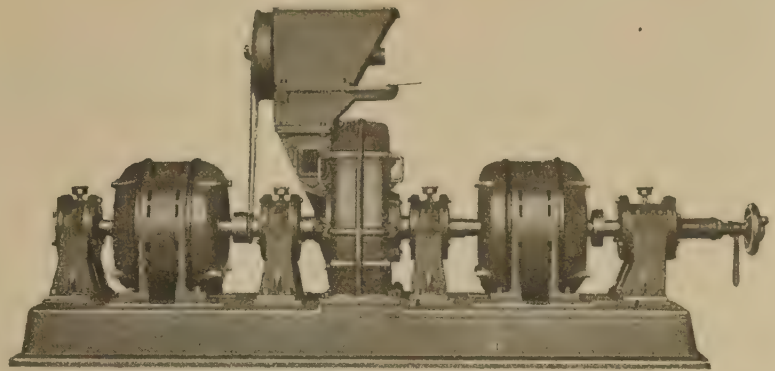


"... changed plates two weeks ago, the first set ground 820,780 lbs. of grain and are in fair shape yet, well worth resharpening ... took in 99,138 lbs. and ground that day (12½ hours without a stop) 78,068 lbs."

**T**HE long life Undercut Rib grinding plates, plus the ability of his Munson Attrition Mill to stand long runs and grind all sorts of grains, means money to this Minnesota miller.

This is only a typical experience duplicated by many other Munson users.

Why not send for descriptive literature and find out for yourself "what it is all about".



*Equipped with an air collector system if desired*

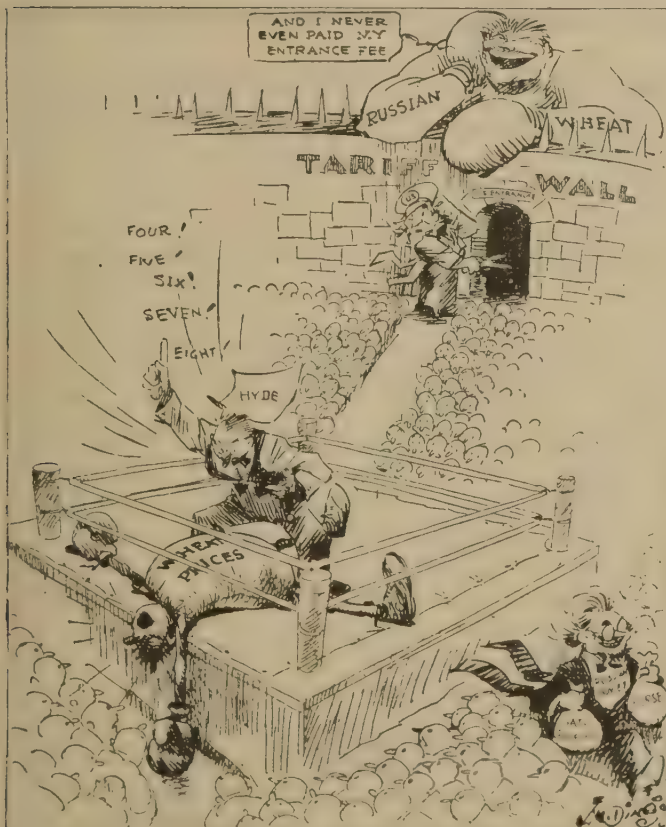
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Established 1825

Representatives all over the United States

Utica, N. Y.

Counting Wheat Prices Out Before the Russian Boxer Got Into the Ring



With Apologies to St. Joseph Gazette

### "Cascade" 4-in-1 Feed Mixer

1000 lb. and  
2000 lb. batches.



**Loads, mixes, sacks and packs**

Nothing to do except remove crating, stand the machine in position, bolt it to floor, and apply the drive belt.

*Send for Catalog No. 123-GD*

**S. HOWES CO., INC.**  
INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.



## Semi-Solid Buttermilk as a Supplemental Hog Feed

BY J. R. HAMILTON

Concluding a thirty-day segregated feeding test, the first of a series he is conducting under the sponsorship of the National Live Stock Marketing Ass'n, Jay Pearce, of Lowell, Lake County, Ind., has compiled an interesting record on the use of semi-solid buttermilk as a supplemental hog feed.

The tests started on Aug. 15 when Mr. Pearce divided seventy-eight head of his spring Chester White crop into lots of thirty-nine each. At that time each of the groups had a total weight of 4,885 pounds.

They were both placed on the same general ration of ground wheat and alfalfa pasture, with one group receiving semi-solid, mixed one part semi-solid to thirty of water, as a supplement and the other getting tankage.

After only thirty days of such feeding, the buttermilk lot showed an excess gain over the others of 450 pounds, weighing 6,770, for a gain of 1,885, while the tankage lot scaled collectively at 6,320, or a gain of 1,433 pounds for the period.

Deducting feeding and other costs, Mr. Pearce estimated a profit of \$70.22 on the gain of the buttermilkers, against a net of \$55.89 over and above feeding costs for the tankage pigs.

Further, the buttermilk fed pigs were ready for market earlier than the others and in early marketing, of course, are the larger profits to be found.

Mr. Pearce, who is an active worker in the Thrifty Pig Club of Purdue University, is conducting similar tests with another crop of his fine Chester Whites, and his record of this work is also expected to prove valuable.

Another series of tests under the same sponsorship are being conducted by G. D.

Hueber on his model farm near Malta in DeKalb County, Ill. Mr. Hueber, who raises a mixed breed of Poland Chinas and Duroc Jerseys, selected six of his brood cows for the work.

They were divided into groups of three, one lot of which was placed on semi-solid, fed in the same proportions as used on the Pearce farm. All six received the same general ration. This consists of ground wheat and barley with an occasional use of oats.

Three of the semi-solid sows and two of the other lot farrowed between Sept. 1 and 5. The third of the non-buttermilkers did not produce a litter until Sept. 27 and these cannot fairly be compared to the others.

The progress of the two groups—buttermilkers and non-buttermilkers—will be carefully recorded through the various stages of their growth until marketing time and the difference in the quality of the pork will also then be noted.

While still unweaned, the litters of the semi-solid sows showed a marked superiority over the others. Not only were they livelier, but have sleeker coats, look healthier and possess a weight advantage over the others.

Picked at random, four from each lot were weighed and here is how they scaled:

Semi-solid: Thirty, twenty-three, twenty-two and a half and fifteen and a half pounds each, the latter being about the smallest of the twenty-eight "baby buttermilkers."

Non-buttermilk: Twenty-seven, nineteen, fifteen and a half and eight pounds each. There are fourteen in this lot of two litters and eight in the third bunch, which is kept separate.

Approximately 125 of the 156 varieties of the standard-bred chickens were exhibited at the St. Louis National Poultry Show in connection with the National Dairy Exposition in the St. Louis Arena, Oct. 11-19.

## KANSAS BARLEY

**Sound — Bright**  
Economical Feed for  
Poultry and Livestock  
Wire, phone, write

**Bailey & Gray**  
Salina, Kansas  
for delivered prices

## What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

|                               |                       |
|-------------------------------|-----------------------|
| Attrition mills               | Gluten, feed, meal    |
| Alfalfa meal                  | Hammer mills          |
| Blood, dried                  | Iodine                |
| Bone meal                     | Iron oxide            |
| Buttermilk, dried, semi-solid | Linseed meal, cake    |
| Calcium, carbonate, phosphate | Meat meal, scrap      |
| Cocoonut oil meal             | Minerals              |
| Cod liver oil                 | Mineral mixtures      |
| Charcoal                      | Molasses              |
| Commercial feeds              | Oyster shell, crushed |
| Cottonseed meal, cake         | Peanut meal           |
| Feed mixers                   | Phosphates, rock      |
| Feed concentrates             | Potassium, chlorid    |
| Feeders for mills             | Iodide                |
| Fish meal                     | Salt                  |
| Formulas                      | Screenings            |
|                               | Skim milk, dried      |
|                               | Soybean, meal         |
|                               | Tankage               |
|                               | Yeast for feeding     |

Information Bureau

**GRAIN DEALERS JOURNAL**  
332 So. La Salle St. Chicago, Ill.



## A 24-INCH MONARCH GRINDS 3 TONS OF EGG MASH PER HOUR

At a cost of only 60 cents per ton Bancroft Elevator Co. are grinding ton after ton of egg mash at the rate of three tons per hour on their

## Monarch Ball Bearing Attrition Mill With Pneumatic Products Collector

They also ground 4570 pounds of corn, oats and barley in thirty minutes in a recent test. Here is what they say about their mill "it has helped us get new customers and satisfy our old ones." If you are having trouble meeting competition or want to reduce grinding costs get the details of this the Monarch Attrition Mill with air collector.

Ask for Catalog ID.

**SPROUT, WALDRON & CO., Inc.**  
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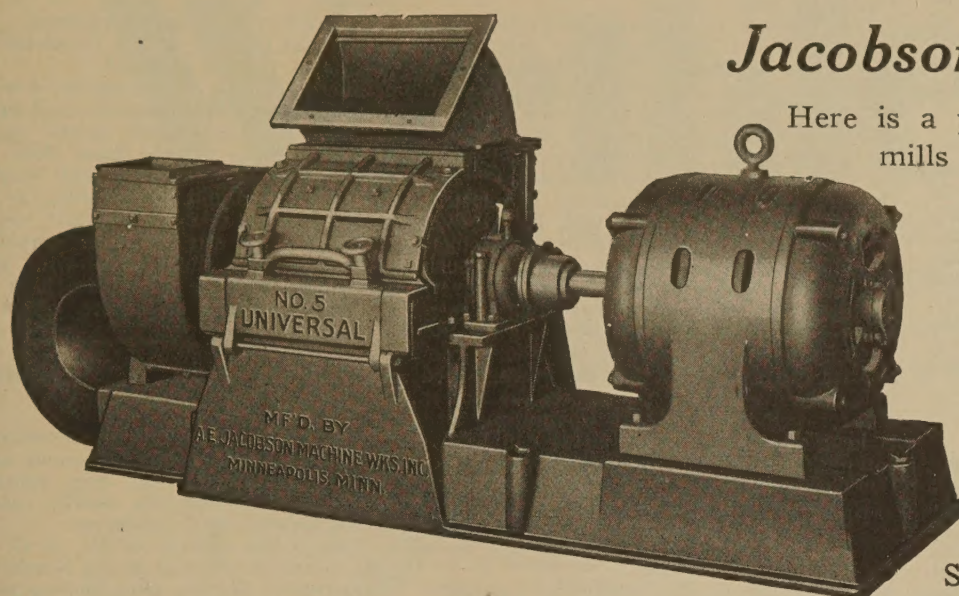
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FLOUR AND FEED MILL MACHINERY



# PROFITABLE GRINDING



## *Jacobson Universal*

Here is a popular model for all mills where a variety of materials are to be ground. The Universal handles small grain, ear corn, screenings, shucks, roughage, etc., easily and quickly. Made in 3 direct drive and 3 belt drive models requiring 30 to 75 H.P. Sold fully equipped.

## Eagle Roller Mills Order Six More Jacobsons

The Eagle Roller Mills of New Ulm, Minnesota, are known the country over for their quality products. This fall, after a study of all types of hammer and attrition mills, the Eagle Roller Mills placed orders for six more Jacobson Universal Grinders for their elevator grist grinding stations at Morgan, Cobden, Dawson, Boyd, Klossner and Minneota, Minnesota. The Eagle Roller Mills' investigations proved that Jacobson Universal Grinders insured better, quicker service to their customers at lower operating and maintenance costs.

If you want your grinding operations to show the best profit—then you want a Jacobson Grinder. These famous machines are proving our claims for low cost, high quality grinding in mills and elevators all over the country.

There is a Jacobson Grinder to fit your requirements. Use the coupon today for full information on grinders, FREE TRIAL plan, and testimonials.

**A. E. JACOBSON  
MACHINE WORKS Inc.**

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Send me full information on Jacobson Grinders.

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## Feed Grinders and Tramp Material

[Continued from page 561]

the effectiveness of the horse shoe magnets, seventy pieces of iron ranging in size from tacks to ten penny nails were passed down the spout in the grain. It was found that only twenty pieces of iron were caught by the horse shoe magnets while the balance or fifty pieces were caught by the more powerful electro-magnetic separator, indicating an efficiency of less than 30% for the horse shoe magnets. Further evidence should not be needed to establish the fact that horse shoe magnets are worthless for the purpose of removing tramp iron from grain.

Along this same line we are often confronted with the statement of any mill or elevator operator that all foreign material is removed from grain which he is grinding by a scalping shoe ahead of the mill. Scalping shoes are very useful in removing large stones, plow points, horse shoes, and other bulky foreign material but the smaller bolts, screws, nails, etc., readily pass through the screen and without other effective means for removing them pass into the mill and cause trouble.

### EFFECTIVE SEPARATION PREVENTS INJURY TO MILL

We have mentioned several cases where mills have been entirely wrecked by foreign material entering them and which mills might have been saved had the mills been equipped with approved electro-magnetic or pneumatic separators. But added to this are a multitude of relatively minor accidents where hammer mill screens have been badly punctured, hammers broken, attrition mill plates or burrs broken or injured, and casings broken. Such accidents introduce expense into grinding operations which in many cases are so great that it becomes an unprofitable venture. This is true not only from the point of actual expense in replacing the damaged parts, but also from that of time lost when the grinder is out of service. In the latter event, the business goes to the competitor, sometimes permanently.

Furthermore, good grinding is impossible with badly punctured hammer mill screens or defective attrition mill plates. Uniform grinding is demanded by the modern feeder and if a feed miller is not prepared to furnish such service, it is a foregone conclusion that the customer will make other arrangements.

### FOREIGN MATERIAL IN FEEDS DANGEROUS TO CATTLE AND OTHER STOCK

Great numbers of high priced cattle and other animals die as a result of nails and other pointed objects entering the stomach with the feed which is supplied them. In several instances which have been reported, the owner of such stock has been successful in collecting full damages from the seller of the offending feed. As business is today, no feed miller can afford to be confronted with a suit for the death of a valuable cow or other farm animal which might involve several hundred dollars. The ability to advertise feeds which are free from tramp material is a distinct advantage which should not be overlooked.

### REMOVAL OF FOREIGN MATERIAL SAVES POWER

It is obvious that foreign material such as iron, steel, or stones cause attrition mill plates to become dull and the hammers of hammer mills to become rounded to such an extent that greater power is required for the same amount of grinding. This effectively reduces the profit from grinding operations which at the best are none too great. While it is not claimed that effective separation of foreign material will entirely prevent wear of the grinding parts, it is a

fact that such wear is greatly reduced when foreign materials are removed from the grain before it enters the mill. Reduction of this wear means that plates and hammers will stay sharp for a longer period and thus permit maximum efficiency of the mill with lowest power consumption. As an illustration of this from actual experience, we give the experience of Mr. Orrin E. Packard of Charlotte, Mich.

Mr. Packard in a letter to the Michigan Millers Mutual Fire Insurance Co. states that when he changes from dull to sharp plates as he does about three times per year, the power charge drops at least \$10 per month on the same amount of grinding. If the plates could be kept sharp the saving each year would be considerable and Mr. Packard realizing this installed an electro-magnetic separator and found, as all find, that the plates are kept sharp for a longer period and eliminates the necessity for such frequent changing of plates. Here the average monthly power bill for grinding only is about \$70 which figuring a saving of \$10 per month shows a return of 14%. From this we can safely say that the average feed mill can save \$100 per year on the power bill for grinding alone if foreign material is kept out of the grain. This can be accomplished thru the installation of an effective electro-magnetic or pneumatic separator.

### PREVENT ACCIDENTS TO SELF AND EMPLOYEES

Accounts have already been given of several accidents to the operators of grinders caused by ruptures or explosions of grinders. Others can be added to those given but this should not be necessary. The attrition mill and the hammer mill are machines which operate at high speed and when a bolt, horse shoe, monkey wrench or other bulky object enters a mill, nothing but destruction can follow as unfortunately, has so often been the case. Burns from explosions are frequent and often very serious. The installation of an effective separator after such accidents have occurred is similar to locking the barn door after the horse is stolen. The time to take warning is before such a thing occurs in your plant.

### FIRES AND EXPLOSIONS PREVENTED

When a piece of metal passes through an attrition mill, the results are manifested either as an explosion or as a fire. The most frequent result is that the metal is heated to a white heat and passes into the boot of the elevator which elevates the stock from the discharge of the mill. The heated metal lodges in the boot and ignites the accumulation of stock there and the resulting fire smoulders until discovered, which is often too late. We have cases on record where a nail has passed through the mill, been elevated by a bucket elevator and discharged into the sacking spout and thence into the sack where a hole was burned through the sack before the very eyes of the operator.

Explosions have also been frequent both in hammer mills and attrition mills, the former usually occurring in the dust collector or connections and the latter in the mill itself or in the spouts, conveyors, or elevators connected to it.

To avoid these fires and explosions which entirely destroy or cripple the plant, the owners should lose no time in equipping each mill with a good separator if such a separator is not already installed.

### CONCLUSION

In concluding, we shall briefly review the advantages which follow the installation of an approved electro-magnetic or pneumatic separator:

1. Prevent total destruction or serious in-

jury to the mill and save on repair parts, plates, and hammers.

2. Save on power bills for grinding by keeping plates and hammers sharp which saving runs as high as 15%.

3. Secure uniform grinding by keeping plates in proper condition and preventing puncturing of screens.

4. Eliminate accidents to self or employees.

5. Prevent fires and explosions.

6. Make possible ability to advertise feeds free from foreign material.

There are now on the market a wide variety of good electro-magnetic and pneumatic separators at reasonable prices considering the advantages derived from their installation. Also most hammer mill manufacturers now build into their mills, as integral parts, magnetic or pneumatic separators. Some of the attrition mill manufacturers have equipped their mills with magnetic separators and the others are in a position to supply suitable separators.

## Cottonseed Meal Not Poisonous to Cattle

It is the lack of a nutritive essential, Vitamin A, rather than any poisonous substance which cottonseed meal may contain that produces the condition usually referred to as cottonseed meal poisoning.

This is the opinion of Dr. J. O. Halverson, nutrition chemist of the North Carolina Experiment Station, after feeding tests with ten cows extending over 339 days. The cows had a grain ration of varying amounts of cottonseed meal and white corn, both deficient in Vitamin A, and a roughage ration of beet pulp, cottonseed hulls and alfalfa hay. During the time the test was under way, the cows dropped 14 calves and produced good quantities of milk. The calves were all normal though one nursing a dam which was fed cottonseed meal as the sole concentrate, developed blindness and spasms ending in death. The mother cow had swollen legs.

As a result of the studies made by Dr. Halverson, he concludes that the more cottonseed meal fed, the more leafy hay is required in the ration. Roughages such as alfalfa hay contain more of the Vitamin A in which cottonseed meal, white corn and hulls are deficient. Pasture and grasses contain a considerable amount of Vitamin A and this supplements the deficiency in the meal.

In order to feed cottonseed meal successfully, concludes Dr. Halverson, an excellent leafy roughage in liberal quantity is necessary. More meal than is now fed may be used with milking cows if the roughage is of the right quality and is fed in sufficient amount.

Establishment of a merchandising research division to develop scientific marketing data announced by the Department of Commerce. The major activities of the new division will be the analysis of merchandising costs and operations, industrial marketing research, credit research, consumer buying habits and demand research all for the purpose of making more sinecures for lazy bureaucrats.

## St. Louis Mill Feed Market

[Continued from page 564]

to us. We are willing to co-operate. We want to do everything we can to further this market for your benefit, and when I say co-operation I mean it in this sense. You know there are two kinds of co-operation, a dignified acquiescence and hearty co-operation.



# Proven Worthless

At last the evidence against that good old joke, the horseshoe magnet is conclusive.

A test was made recently before an attrition mill at the plant of Smith Brothers and Velte Company, Sunfield, Michigan.

An excerpt of a report from the Michigan Millers Mutual Fire Insurance Company covering this is at the left.

There is only one sure protection — Dings.

About a month after this (the installation of the attrition mill) an electro magnetic separator was placed in the spout ahead of the mill and between the set of horseshoe magnets and the mill hopper. After several days run a count was made to see how much of the iron in the feed was actually caught by the horseshoe magnets and how much got by and was trapped by the separator.

It was found that only 20 pieces of iron had been caught by the horseshoe magnets whereas 50 pieces of iron had passed the magnets and were caught by the electro magnetic separator!

The horseshoe magnet can not be compared to the powerful Dings electro magnetic separator which is fully automatic, working perfectly in the steepest chute. The discharge opens the full width of the chute and discharges iron large or small.

Be sure yours is a genuine Dings built by the oldest manufacturers of magnetic separators.

**Dings**  
*High Intensity*  
**MAGNETIC  
SEPARATION**

**DINGS MAGNETIC SEPARATOR CO.**

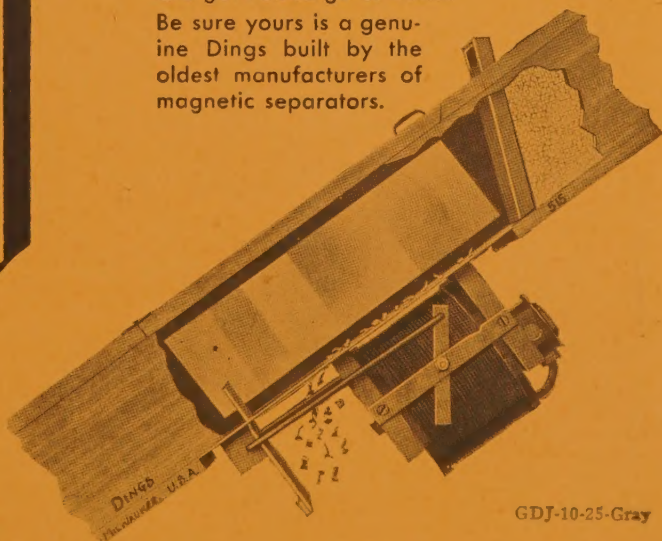
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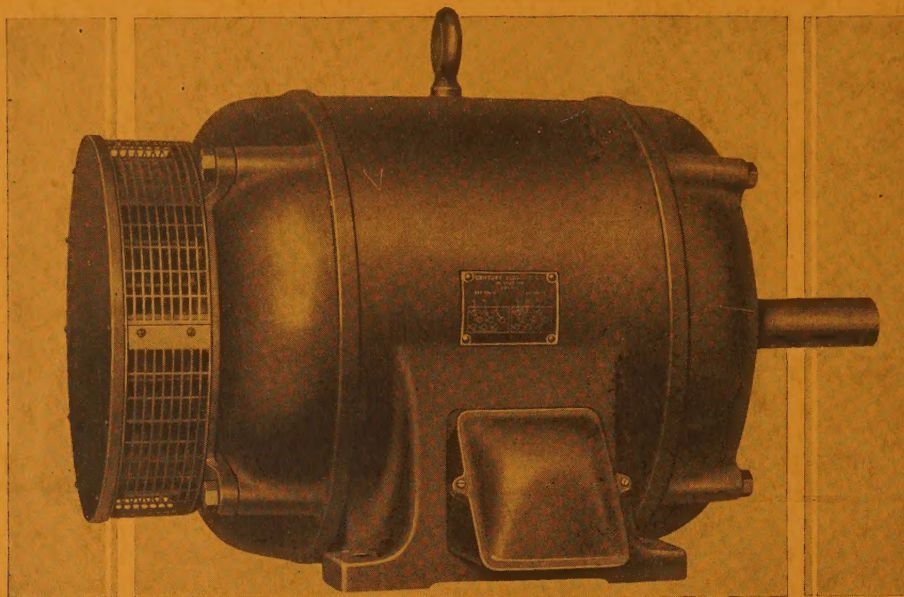
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10 Horse Power Century Type SC Multi-speed Constant Torque Squirrel Cage Induction 3 and 2 Phase Motor

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